A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

January 30, 1967

Mission finds market stir in Libya, Tunisia, Morocco

International Trade Winds

Company News

ELECTRONIC EQUIPMENT—An order for $616,000 worth of electronic equipment for Saudi Arabian commercial airports has been received by Standard Telephone and Cables, Ltd., London, a subsidiary of International Telephone and Telegraph Corp., New York. Under the contract, the British company will install a modern instrument landing system at the Jidda Airport, and will install radio beacons at Jidda, Al Quysumar, Hail, and Ras Saffaniyah Airports. Earlier this year, the ITT subsidiary announced other airport modernization contracts at the Baghdad and Cairo Airports.

PUBLISHING—Buttenheim Publishing Corp., New York, publisher of municipal management periodicals, has announced an advertising sales agreement with The Municipal Journal Group, British urban administration publishers. The agreement calls for joint advertising sales and service representation on both sides of the Atlantic. Eleven journals published by both firms are included in the agreement.

COMMUNICATIONS—ITT World Communication, Inc., New York, a subsidiary of International Telephone and Telegraph Corp., has announced the opening of data communication circuits to France and Germany. The service, called International Datel, will enable business firms operating in those countries to send and receive data at speeds of up to 1,200 bits of information a second. The new service expands ITT's data service to seven European countries.

DATA PROCESSING—The Swedish Postal Bank in Stockholm has placed an order with Recognition Equipment, Inc., Dallas, for a second electronic computing reader to be delivered early next month. The system is identical with one installed at the Postal Bank a year ago, which at that time was the only equipment of its kind in Europe. The Dallas firm's international division operates through subsidiaries in London, Paris, Frankfurt, Milan, and Stockholm.

Newsletter

Two million dollars of new investment in Arkansas is developing out of just one contact by a trade mission the state's Industrial Development Corp. sent to Europe last April. It will go into a flour mill and grain storage plant for West Memphis, backed by Italian capital. The mission was organized within the state, and assisted in its planning and scheduling by Commerce Department.

Time marches on; sales keep in step. Simplex Time Recorder Co. (U.K.) Ltd. can make that report from its exhibition at the London U.S. Trade Center last May. In December Simplex wrapped up a $30,000 order that had its origin at the show. And the company advises "there are others just as large, which will eventually result from this show."

American Indians will help sell overseas products they have made themselves. A linkup between Commerce Department and the Bureau of Indian Affairs is aiming at this result at an April-May America Week in German department stores. American Indian performers/craftsmen will demonstrate and sell the Indian-manufactured merchandise. Meanwhile, other U.S. product lines will be nearby to catch the eyes of German customers.

There's more bright news out of a fall U.S. furniture promotion in London. First reports from the Harrison Gibson chain told of $60,000 in immediate sales after an America Week/U.S. Trade Center spotlight on U.S. styles brought in the customers. Now a new total of $100,000 in business attributable to the show has been added to the first report. In all, sales of U.S. products went up 70% over 1965--despite the tightest U.K. credit squeeze in many years.

$347,750 in sales within the 12 months after the Hotel and Catering Equipment Show in the Bangkok Trade Center has been reported by the 21 participants.

Note a side-effect of the Alliance for Progress. U.S. exports to Latin America, which had been skidding, went up by 34% between 1963 and 1966. The Alliance, now halfway along its 10-year life, still faces many challenges and problems, of course.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on June 17, 1966.

the cover

Members of the U.S. Trade Mission to Libya, Tunisia, and Morocco visited the Saida plant in Casablanca, Morocco, which assembles Ford trucks. Mission Director Archie M. Andrews (with nameplate) watches workmen at the plant as the Benjelloun brothers, owners of the factory, explain the techniques of assembling cab tops. The reports of the Mission members on the three countries begin on page 2.

January 30, 1967

Volume 73
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International Commerce

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Special Report

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U.S. TRADE, INVESTMENT MISSION

Report on Libya, Tunisia, Morocco

Libya summarized:

- Country has substantial purchasing power
- Per capita income climbing
- Potential for U.S. sales unquestionably good

Tunisia summarized:

- Imports from U.S. will be mostly under AID loan
- Importers looking for suppliers in U.S.
- Country rapidly expanding industrial base

Morocco summarized:

- Foreign exchange position is tight
- Government development plan promotes tourism
- Investment code liberal, U.S. technology wanted

IN LIBYA, Mission takes off from Marsa Brega airport for Baida, administrative seat of Government.

A favorable balance of trade in Libya, a trend away from traditional sources of supply in Tunisia, and vigorous interest by both Government and business in Morocco in expanding trade and investment are reported by a U.S. Mission just back from the three countries.

The Mission was sent out by the Commerce Department to appraise the markets there and to report on the opportunities the three countries can offer the U.S. businessman.

After talking with Government officials and private businessmen in Tripoli and Benghazi, in Tunis, and in Casablanca and Rabat, the seven-man Trade and Investment Mission reports favorable factors in each country visited: A fast growing market, resulting directly from petroleum resources, in Libya; a rapidly expanding industrial base in Tunisia; a strong tourism potential and liberal investment code in Morocco.

Libya first

The Mission began its tour in Libya Nov. 13, reached Tunisia on Nov. 25, and ended its operations in Morocco Dec. 10.

In Libya, members visited installations processing citrus fruit and tomato paste; factories making detergents, clay for oil-well drilling, iron rods, furniture, textiles; small foundries; construction projects and agricultural development projects, and tourist facilities.

The group met with the Minister of Economy and Trade, and with the chairman and members of the board of directors of the Tripolitanian Chamber of Commerce.

Tunisia next

In Tunisia, the Mission observed industrial plants at work: a textile mill, steel mill, food processing plant, date packing plant, machine shop, foundry, marble plant, hollow glass factory, furniture factory, hardware plant, and phosphate processing plant. Members talked with the Secretary of State for the Plan and National Economy.

For its operations in Tunisia, the Mission used the offices of Union Tunisienne de l'Industrie du Commerce et de l'Artisanat (UTICA), and conferred with UTICA's Secretary General.

In Morocco, members visited a factory assembling trucks, tractors, and cars, and a tire manufacturing plant.

In Rabat, the Mission met with the Minister of Planning and Development. In Casablanca, the group set up an information center at the offices of the Chamber of Commerce and Industry, and

held discussions with the Chamber's president.

The Mission carried 230 specific proposals from U.S. traders and investors, and brought back some 200 offers from local businessmen. Most of these leads are presented in the World Trade and Investment Opportunities sections of this issue of INTERNATIONAL COMMERCE.

Government and business

Two Commerce Department officials and five members from private business comprised the Mission. Archie M. Andrews, Deputy Director of the Bureau of International Commerce, headed the group. Roger F. Stechschulte, BIC desk officer for Libya and Morocco, served as Trade Development Officer. Business members were:

Charles M. Eckman, president, Virginia Metalcrafters, Inc., Waynesboro, Va.; Jack Harris, president, Hico International Business Consultants, Inc., San Mateo, Calif.; Daniel B. Hemphill, president, Continental Products of Texas, Odessa, Tex.; Norman Merrill, vice president, Blue Lake Packers, Inc., Salem, Ore.; and Jack Sanders, president, Sanders Form & Steel Corp., New Orleans, La.

Cross-country meetings

The Mission's terminal conference, to be attended by all the members and open to the U.S. business community, is to be held at the St. Regis Hotel, Fifth Ave. at E. 55th St., on Jan. 31. Other conferences, to be attended by one or more of the Mission members, are scheduled across the country, as follows:

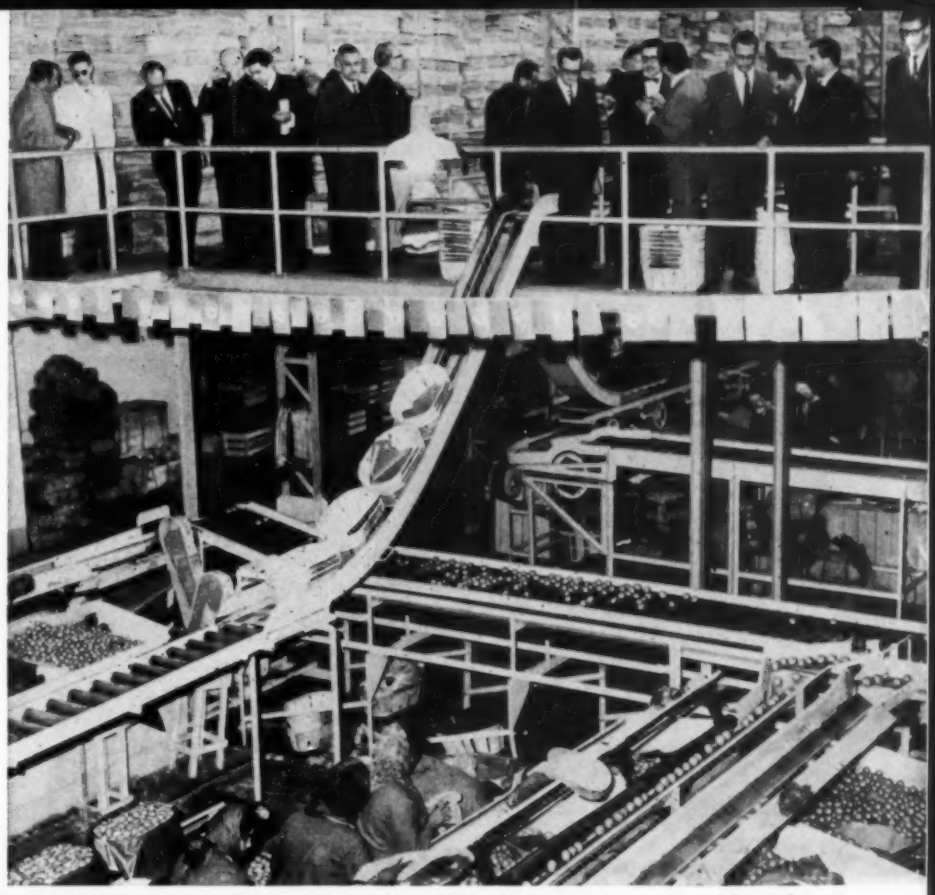
Feb. 2, Philadelphia; Feb. 3, Chicago; Feb. 7, San Francisco; Feb. 8, Dallas; Feb. 14, St. Louis and Birmingham; Feb. 15, Birmingham; March 2, Los Angeles. U.S. businessmen may wish to check with Commerce Department Field Offices to determine which mission members will be in the various locations, and also where the conferences are being held.

An earlier meeting was held in Memphis on Jan. 18; Mission member Hemphill attended. About a dozen businessmen in the area requested interviews, and lively interest was reported.

Watch calendar

Additional meetings, as scheduled, will be listed in the Calendar for International Traders which is presented each week on the inside back cover of INTERNATIONAL COMMERCE.

Reports by the Mission Director, the Trade Development Officer, and the business members are presented by country on the following pages.



IN TUNISIA, Mission watches from vantage point in processing plant as oranges are prepared for market.

IN MOROCCO, Mission members see workman demonstrate machinery in General Tire plant.

LIBYA'S BUYING POWER is based on oil revenue. Above, pipeline well wrapped to fight corrosion is covered with sand. (Socony Mobil Oil Co. photo)

MISSION REPORT: THE MARKET

Libya has buying power

Government revenues, per capita income climbing; but sales competition is keen

By ARCHIE M. ANDREWS
Trade Mission Director

The potential for increased sales of U.S. products and services to Libya is unquestionably good.

Fulfillment of this promising potential will depend on the willingness and ability of U.S. businessmen to get out and develop the market in the selling tradition characteristic of their domestic operations.

Imagine having the foresight one hundred years ago to foretell the events of the industrial revolution, the coming of the electronics age with radio and TV, the air age and the space era. You could have made a fortune by being in the right place at the right time with the right product.

Libya today represents such an opportunity. Add to this a Government development plan to guide you over the short term on projected expenditures.

Libya is a country which, at its modern birth in 1951, had an estimated annual income of $49.5 million providing a per capita income of $45. This represented one of the lowest standards of living in the world.

With the discovery of oil in 1956 and following the first shipments in 1961, the whole outlook of the country changed. Libya suddenly became a "have" instead of a "have-not" nation and today is the seventh largest petroleum producing country in the world. Her Government revenue from oil rose from about $.3 million in 1961 to an estimated $392 million in 1966. Per capita income in 1964 was estimated at about $900 and is still going up.

This situation has revolutionized the thinking of this young country and is rapidly changing its way of life.

Country of contrasts

Libya is a country of contrasts. The visitor views this spectrum of change in the modes of living and transportation: houses range from tents and corrugated iron huts to cement and limestone structures in Mexican and Italian style to a few modern hotel and office structures; donkey carts, horse drawn taxis (gherries), bicyclists and riders of donkeys and occasionally camels fight their way through the narrow streets of Tripoli and Benghazi amidst the constantly blowing horns of modern car and truck traffic.

According to long established custom, women are for the most part veiled in public and do not engage in the social or business life of the country; but there are signs of change here also.

Present day Libya is similar to the poor man who inherited great wealth unexpectedly from a distant relative and finds himself suddenly thrust into the confusion and turmoil caused by new friends, well-wishers and opportunists who are eager to help him share his wealth.

In 1966, some 30 trade missions visited Libya. Technicians and engineers by the hundreds from our major trading partners in Europe and from other Middle East countries have flocked to Libya to work for the Libyan Government as advisors or consultants. Unfortunately, the

U.S. technical presence has dwindled to a handful following the withdrawal of U.S. financial assistance to Libya through the foreign aid programs.

Development plan

Faced with the need to use effectively its large oil income, the Libyan Government has established a Five-Year National Development Plan (1963-68) to allocate the oil income on a priority basis. According to original estimates, $473 million would be spent to develop all sectors of the economy. Due to the pressures of inflation and increasing demands of the economy, it is now estimated that $700 million will be required to fulfill the commitments of the Plan.

In order of priority, the most heavily favored areas of development—accounting for 55% of the allocation—are public works construction, 22%; agriculture, 17%; and communications including road construction, 16%. Other areas scheduled to receive substantial Government support are education, health, industry and tourism.

Housing plan, too

In addition to this ambitious program is the new Idris Housing Plan, calling for 100,000 houses and an expenditure of $1.1 billion during 1966-71.

A public tender for 9,000 houses was issued during the Mission's visit, with bids due by Feb. 6, 1967. The plans and specifications were purchased by the Embassy and, after review by Mission members, forwarded to the Commerce Department in Washington. They may be examined by interested firms located in the United States in the U.S. Department of Commerce, BDSA—Building Materials & Construction Industries Division, Rm. 4014. The most interesting feature of the new tender is the opportunity for U.S. builders to submit alternative proposals to the specified limestone block construction.

The U.S. Mission was composed of specialists in fields related to the primary areas of the National Development Plan: construction equipment and heavy machinery; land and area development in housing, hotels, motels and office buildings; chemicals and petrochemicals; light industry; food processing and packaging.

Also, emphasizing the priorities of the National Development Plan, the United States will participate in the 1967 Tripoli International Fair in March with a substantial exhibit featuring construction materials and equipment, a model prefabricated home, and industrial and agricultural machinery, including irrigation equipment.

REPORT AUTHOR Archie Andrews (second from right) explains Mission purpose to the president of the Benghazi Chamber of Commerce. Also shown are John Kormann (left), of the U.S. Embassy's Branch office in Benghazi, and Roger Stechschulte, Mission member and author of the following article.

A number of factors point to the desirability of a marketing effort by Americans in Libya:

► Libya is a hard currency country with a favorable balance of trade, with increasing income from oil exports to maintain a trade surplus, and with a determination to use this buying power to raise the standard of living of its people. These demands will be satisfied by others if Americans do not work for their share by getting in now.

► There is a basic friendship for the United States on the part of Libyan officials, who admire the non-colonialist tradition of the United States and its championship of national self-determination for people throughout the world.

► As elsewhere in the world, the United States has technological and quality superiority in methods and equipment which can be used to advantage in meeting foreign competitors on pricing and in helping to save labor in this labor-scarce economy.

The most immediate need, and one for which U.S. firms are finding themselves able to render not only superior service but at prices equal to or lower than foreign competitors, lies in technical consulting services. A U.S. firm for example, won the multi-million dollar international tender for planning, designing and supervising the construction of the new city of Barce which is replacing the town destroyed by an earthquake in 1962.

► Few items are subject to import licensing restriction; customs duties are moderate and are not assessed on items considered essential under the Five-year Plan. Seventy percent of Libyan oil revenues are earmarked for internal development programs.

► The Government basically prefers to give free reign to the private sector. However, as a practical matter, resulting from the acute shortage of labor and surprisingly tight money market in the commercial area, there has been some attempt to direct the growth of new enterprises in lines which will contribute most effectively to the national needs.

► The relatively substantial U.S. presence in Libya offers an initial market for U.S. products and services which are also attractive to other foreign elements and the use of which is helping to develop a taste and demand for them by Libyans.

Limiting factors

Deterring factors from the U.S. businessman's point of view would be:

- Limited potential because of the relatively small population—1.6 million—and still limited buying power of the majority. The latter is due to change rapidly as enormous sums of money are pumped into the economy and the new-found wealth percolates downward to create demand for consumer goods.
- Distance from the market, creating an initial price disadvantage resulting from high shipping costs in relation to European suppliers. Bulk, product technological superiority, and basic cost will be determining factors in overcoming this obstacle, as Libyans tend to regard price as the chief consideration.
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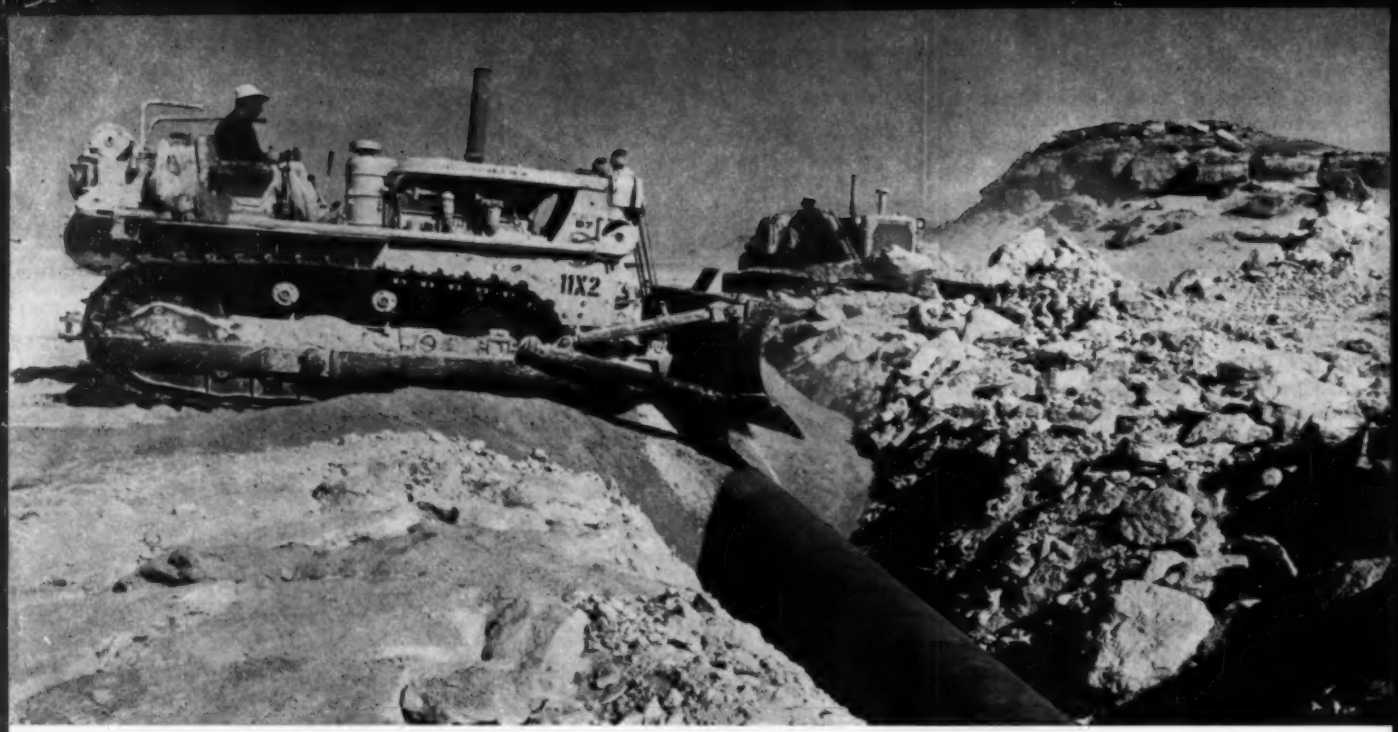

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turer, acute shortages of skilled and unskilled labor and relatively high wages, coupled with low efficiency by industrialized standards elsewhere. However, arrangements can be made with the Government to bring in foreign labor for industries or projects considered important to the national economy. Similarly, tax exemption up to five years and duty free import of materials for manufacture are provided in such instances.

- The Government's preference that only Libyans or Libyan companies do business in Libya. This may seem too restrictive at first; however, the 51% Libyan ownership requirement for qualification as a Libyan company has many operational variations in practice, such as management contracts for specified periods, which can result in effective minority partner operating control.
- Tight money and credit restrictions, which force Libyan importers to seek goods on credit terms from suppliers or on a cash-on-arrival basis. U.S. firms usually prefer remittance f.o.b. plant or f.a.s. through a letter of credit arrangement and have been able to do business on these terms.
- Foreign exchange restrictions. Capital investments must remain in the country for five years but can be repatriated thereafter. Profits can be reimbursed regularly as dividends.

Restrictions flexible

Libya offers opportunities for the sale of almost any types of western goods and services and has the money to pay for them. Like any new market, it must be visited and researched carefully to determine the potential for your company. In looking at Libyan regulations, one should bear in mind that they are primarily a guide and means of controlling an infant economy from running wild. Government officials emphasized that they were willing to study special situations and waive restrictions in the national interest.

There is fierce competition from all our industrial trading partners for this market. There are strong indications that Libya ultimately will reflect nationalist tendencies in the form of protection to local industries, and those on the inside will be the fortunate ones to enjoy the profits to be obtained from the increasing wealth of the country.

If you visit Libya, be sure to talk with some of the growing number of Americans who have taken advantage of the profit opportunities they have seen there and have established businesses.

MISSION REPORT: ACTIVITIES

Group visits Tripoli, Benghazi, brings back specific proposals

Members tour industrial installations, interview businessmen; find country manufactures little, needs much, buys variety

By ROGER F. STECHSCHULTE
Trade Development Officer

The U.S. Trade and Investment Mission spent Nov. 13-25 in Libya and brought back 60 specific trade opportunities. Members also received numerous proposals for joint ventures between Libyan and U.S. firms. Most of these opportunities are published in the World Trade and Investment Opportunities sections of this issue of INTERNATIONAL COMMERCE.

Visit installations

The work of the group was centered primarily in Tripoli because of its position as the country's leading commercial, financial, and industrial center. The Mission members also talked with businessmen in Benghazi, Libya's second city, and visited Baida, the administrative seat of Government.

Although the number of industrial establishments visited by the Mission was somewhat limited because of the small size of the non-petroleum sector of Libya's economy, plant visits included installations processing citrus fruit; manufacturing tomato paste, detergents, and clay for oil-well drilling; and fabricating small iron rods.

A number of small foundries were visited, as well as a furniture factory and a textile plant. Members made on-site inspections of construction projects, agricultural development projects, and tourist facilities. One member visited the oil fields south of the Gulf of Sirte.

The Mission was sent to Libya because of its growing attractiveness as a market for non-Libyan products and as an area for investment. The country's commercial interest to other countries is amply demonstrated by the number of trade missions that have visited the country—30 in 1966 before our arrival. The growing market is a direct result of the large petroleum resources which are being exploited.

In discussing the Libyan market, an important distinction must be made between the Government and a few firms on the one hand who have substantial financial resources and the majority of the Libyan people who are still relatively poor. The Government is attempting to spread the benefits of its large oil revenues and a middle class composed of commercial and civil service elements is developing.

Government chief buyer

As a result of the unequal income distribution the Government is, and will remain for some time, the largest buyer of goods and services. Nevertheless, the Mission found a substantial number of younger Libyans eager to import almost any kind of product.

Libyan importers generally do not specialize in a single line of goods or even in a number of similar lines. One importer may successfully deal in products ranging from cosmetics, to clothes, to foodstuffs, to building materials. The reason for this diversification seems to be the thin market and, thus, the near impossibility of profitably operating in a single line of merchandise.

Not jet-age businessmen

Although Tripoli and Benghazi are linked by adequate air transportation to Europe and other countries of North Africa and the Near East, Libyan businessmen are not jet-age businessmen. They prefer to do business in a leisurely manner. A decision even of the smallest size is seldom made on the basis of one meeting with a prospective associate. A U.S. businessman who wants to expand his operations into Libya should visit the country personally if possible. Libyans value highly the personal approach to business.

If a proposed venture involves an investment by a U.S. firm in Libya, it will be wise to take a Libyan partner. Government policy, while not requiring participation by Libyans in all business establishments within the country, does encourage such participation. The Libyan

partner will be able to deal more effectively with the Government of Libya and such dealings are inevitable.

For example, all firms operating in Libya must register with the Government. Further, if the undertaking involves importation of non-Libyan technicians, the technicians will need a work permit. The Government also encourages enterprises using foreign technicians to provide for training Libyans to assume these technical positions.

Makes little, needs much

Because it manufactures little and needs much, Libya is buying almost all kinds of goods and services. The greatest interest on the part of Libyans seemed to be in construction. Proposals varied from importation of complete cement plants to joint ventures for the manufacture of prefabricated houses or for the construction and operation of hotels. This interest in construction reflects the extensive building programs, both public and private, now going forward in Libya and the great need for houses and hotels which currently exists.

A wide range of proposals were received in other areas. Libyan businessmen evidenced an interest in importing foodstuffs, cosmetics, ready-made clothing, air conditioning equipment, agricultural equipment including irrigation equipment, and construction supplies and machinery.

AGRICULTURAL STATION at Cyrenaica experiments with better crops for Libyan soil.

MISSION REPORT: AGRICULTURE, FOOD PROCESSING

Libya needs machinery to expand farm output; canning, freezing will depend on rise in production

Government has assigned second priority to agriculture in five-year plan; expects to resettle farmsteads

By NORMAN W. MERRILL
Blue Lake Packers, Inc.
Salem, Ore.

Dynamic Libyan possibilities are evident everywhere. Developing these possibilities is another matter. In agriculture and the feeding of one and a half million people, this is particularly apparent. The Government is aware of the problem and has assigned second priority to agriculture in the five-year National Development Plan.

In the days of ancient Rome, Libya supported about three times as many people as it does today and was a major food exporter as well—apparently the result of efficient farming methods and wise water conservation practices.

In the intervening years the combination of desert encroachment on the farmland and the invasion of non-agricultural peoples reduced Libya to an almost completely barren country. The Italians were achieving success in their attempts to revive agriculture with the help of Italian farmer immigrants but these efforts were interrupted by World War II.

Before the beginning of oil production in Libya the country was still an exporter of foods, but today agricultural output is decreasing and the country is being forced to import more and more food to satisfy the demands of its population.

Development problems

The Libyan Government must solve two large problems before agricultural production will increase to the point where it can support a significant food processing industry:

The first and probably major problem is in making farming an attractive, remunerative occupation. The Arab-Berber population which predominates in Libya is not traditionally a settled agricultural people. Added to this is the attractiveness of cities where, because of the present oil boom, money can be made more quickly and with less effort. To keep the people on the farm the Government will have to increase and improve infrastructural facilities in rural areas and train farmers in modern practices so that the optimum production can be obtained from a given plot of land.

The second problem is the land itself. Most Libyans agreed that the soil in the coastal areas on either side of the Gulf of Sirte is fertile—if water could be provided. Although I did not have an opportunity to obtain a chemical analysis of the soil, I did observe during trips through rural areas near Tripoli that where the land was irrigated, crops appeared to be doing well. Productivity could also be increased by introducing the use of fertilizers; at present, few Libyan farmers use any at all.

Machinery pools planned

The need to improve the attractiveness of rural life offers little opportunity to the U.S. businessman for exports of goods and services or for investment. It does offer an opportunity for U.S. technical assistance on a Government-to-Government basis. The training of Libyans as agronomists as well as advising on setting up a Libyan Government program similar to our agricultural extension service could be beneficial.

Opportunities exist for the sale of farm machinery such as tractors, plows, disks, harrows. The Government in the next three years will resettle 700 farmsteads abandoned by the Italians. As part of this project pools of machinery are being set up for use by the new farmers. Government purchases for these pools offer export opportunities.

The need to improve the quality of Libyan land through irrigation and the use of fertilizer opens the door for possible U.S. exports. Aluminum pipe or

MISSION MEMBER MERRILL, seated behind desk, discusses business proposal with Libyan visitors. Merrill is the author of accompanying article on agriculture and food processing.

plastic tubing for irrigation as well as pumping equipment and desalinization machinery would appear to be marketable. Mission members interviewed several Libyan businessmen who were interested in importing irrigation equipment from the United States although there was some indication that ocean freight between the United States and Libya might prove to be a drawback. Libyans are also becoming interested in desalinization plants but this is usually at Government level.

The need for fertilizers and the large Libyan oil and gas reserves seem to suggest a petrochemical plant for the production of fertilizer for local consumption. Machinery for such plants might be purchased in the United States.

Would import food

A number of businessmen with whom I talked expressed an interest in importing foodstuffs. Canned fruits and vegetables were the most often mentioned, with occasional interest expressed in frozen foods. U.S. brands appear on local grocery shelves but only about 10% is sold to Libyans at present, the demand for the remainder coming from the U.S. and foreign communities.

Kingsized supermarkets as we know them in the United States do not exist in Libya. There are, however, a number of medium sized grocery retail outlets. The small shop specializing in one or two kinds of foods is still common but the move seems to be toward the larger grocery store or market.

A question

Whether a food processing and packaging industry of any size can eventually be established in Libya is a question which cannot yet be answered. Some small-scale processing already exists in the country, primarily devoted to manufacturing tomato paste, canning fish, milling flour, and processing olives into olive oil. I visited a tomato paste factory which operates only on a seasonal basis and a citrus processing plant which was not yet in operation because sufficient oranges could not be supplied and the end product was unacceptable to local tastes.

This situation emphasizes the point that the first item on the agenda is agricultural development to ensure that Libyan agriculture can provide the required amounts of raw material for the economic operation of processing plants.

There will still be the question of whether the local market is large enough to consume this production. If not, the answer will depend on producing at a cost which will permit the possibility of exportation to Europe or near-by African countries.

MISSION REPORT: CHEMICALS

Market in Libya for medicines, fertilizers seen

By DANIEL B. HEMPHILL
Continental Products of Texas, Odessa, Tex.

"Where can we buy Alka-Seltzer?" is the question from a U.S. housewife in Tripoli. Her husband asks to find Vitalis.

These questions for the Tripoli druggist suggest one type of marketing opportunity for the U.S. chemical industry.

There is a time in the growing economy of Libya for each segment of chemistry's production. Perhaps now is the period for medicines, paints, and plastics. Later will come the staggering consumption of fertilizers as the Libyans increase the farm production needed for home consumption and, hopefully, for export.

Fertilizers will have to be imported for the foreseeable future. Some known potassium brine is located in remote areas. The presence of phosphates is unknown. Ammonia salts may be available as part of a future chemical complex based on natural gas. The time-table for stepping up agriculture is one of the prime interests of the Libyan Government. Subsidies on land, seeds and fertilizers up to 50% are provided.

Gypsum deposits

Geology, aside from petroleum, is unexplored. This suggests a need for consulting geologists, field geologists and possibly aerial geologists. Tremendous deposits of gypsum of excellent purity, near the coast, would have export possibilities but could best be used for a wall board "sheet rock" plant. If used in Libyan construction to replace basic concrete block, wood or steel frame-work would be required.

There are rumors—according to speculations by drillers for oil—of vast water supplies underground. There are two known shallow sand formations, possibly water bearing, in some areas; but in other areas there is absolutely no underground water.

The water is poor in quality but usable. Water supply and treatment will be one of the essentials for development of all segments of the economy.

Industry requires good water for cooling and steam production. Tourists will want water of quality and quantity to which they can adjust easily. Agriculture needs minimum quality with control of certain permissible dissolved solids.

Technical studies

Libya will continue to need and demand scientific and technical help. The efficient U.S. businessman should learn what technical studies are planned and seek to supply them. For example, the Mission found government or private sector interest in studies of gas utilization, petrochemical feasibility, supply and purification of water, agricultural applications of fertilizers, and other areas.

Asphalt is the material acceptable for the vast road construction program. It is possible that an asphalt plant is needed more than a motor fuel refinery. Libyan crude oil is not asphalt base material, however.

The natural gas flare contains millions of gallons per day of heavy hydrocarbons—perhaps as rich as 20 gallons per 1000 cubic feet. This is blend for motor fuel and charge stock for petrochemical plants.

An industry based on petrochemicals preferably should make products which have an export market outside Libya, and which require a minimum of skilled labor in production.

DANIEL HEMPHILL, who wrote the preceding article, chats with importer about chemical products.

MISSION REPORT: AREA DEVELOPMENT

Libyan Government proposes big expenditure for housing

Whole towns are being planned, some have been started; European construction firms at work, but there's room for U.S. suppliers, developers; hotels urgently needed

By JACK HARRIS

Hico International Business Consultants, Inc.
San Mateo, Calif.

Libya is a country of tremendous opportunity and stark realty. It is a land of antiquity, yet it is a land of youth. In the Arab World it is Oil Boom Town, USA.

When I left San Mateo, Calif., to fly half way around the world to a land about which I had only read, I asked myself how I could help bring American housing development, investment and construction techniques to a country that is on the threshold of infrastructural development hitherto non-existent. The Italian and early Turkish architecture is very unlike our way of construction. Yet the challenge is something no U.S. developer should pass up.

Libyan oil is generating hundreds of millions of dollars. The Government alone has projected a housing expenditure equal to $1.1 billion. The Idris Housing Scheme, as it is called, is named after the King of Libya whose wish it is that all of his people benefit to the fullest from the fruits of his country's new found riches. That is a lot of money to spend in the next five years by any standards; but it is only the beginning.

Towns being planned

Whole towns are being planned and some have been started. European construction companies are already swarming all over Libya but there is room for U.S. developers to go to this land and, using the fastest building techniques we have, outdo anything any other country has been doing or will be able to do.

Libya is a land of concrete construction. All cement at present must be imported. Aggregate must be moved from short to medium distances. Frequently it must be either crushed locally or purchased from a crusher operator nearby. It is definitely not U.S. standard aggregate. The stone is probably softer; therefore more cement per batch must be used.

Reinforcing steel is smooth round rod usually made from scrap, but the best is imported. The homes are square cut-block buildings designed with the definite eastern world elevations. Colors are bright and cheerful and the designs are infinite.

Three tips

My first suggestion to a prospective builder visiting Libya would be that he call on the U.S. Embassy for a briefing on the customs of the country and the way of doing business there.

Second, and this is the reason for my first recommendation, it is advisable to arrange for a Libyan partner or associate. Such a Libyan connection should be well

NEW HOUSING in Tripoli is more and more in evidence. Libya is a land of concrete construction.

recognized in the political and business worlds which are closely interlocked.

Third, he must have patience and learn to accept their ways of doing business. Libya is a young nation and is suffering from an acute shortage of adequately trained or experienced personnel in all areas of Government and private business.

Doors open for know-how

The U.S. businessman who goes to Libya and works will find many doors readily open to his know-how and whatever additional technical aid he brings with him. He will not find handouts of cash or Libyan money lying around for the picking. He will learn of a variety of local and international tenders offered regularly. Jobs running into the millions of pounds are coming through Government channels regularly, almost daily. He has to know his craft and offer a better way of doing things than his competition from Europe, the Bloc nations and Japan.

The Libyan partner should be his spokesman. The U.S. builder will have to show his partner how we do things in the United States, bearing in mind, however, the need to tailor action along the lines of practical Libyan traditions. Then the Libyan will guide him through to getting the contract.

Libya can use machinery outlets in all fields, and adequate repair facilities, servicing techniques, back-up parts and supplies. The U.S. supplier would do well to start a training program to teach these young Libyan men to use his equipment and techniques. As to aptitudes, the Libyan is just as intelligent as anyone in the United States but he lacks a heritage in mechanical training. He will not be responsive to a patronizing attitude; he has a great heritage of family dignity.

Hotels needed

Tourists will flock to this country when more hotels are available. The present ones are almost palatial or almost hovels, depending upon which one is chosen, but the service is not yet up to standards expected by U.S. tourists. In Tripoli, however, virtually every room is taken every night. In Benghazi, demand is heavy too. People are flocking to Libya from all over Europe and the Eastern world. Hotels, apartments, flats, office buildings, and private dwelling homes are in great demand. Rents and rates are high.

U.S. construction companies can land big jobs all over the country. Hotel companies can build or joint venture or manage hotels in the main cities of Tripoli and Benghazi.

For the sportsman upland game abounds and there is hunting for the wary Uaddan, a mountain goat of prize proportions. Resorts should and will be built at the sites of the ancient Roman and Greek ruins. The sea is a clear, sky-reflecting blue. Scuba diving adventures are available all along the 1,100 miles of coastline. An oxygen plant for scuba tanks would be a good installation.

Where is U.S. builder

High rise construction will be the main trend of future in-city building. Expatriate residential communities will have to be developed and will be readily taken if U.S. equipment is installed. U.S. construction methods such as "lift slab" and panel-formed slip form methods (there are several) offer advantages that can be introduced by U.S. builders to alleviate the skilled and unskilled labor shortages.

Major U.S. construction firms and their equipment are rarely seen in Libya. Why not? Because the U.S. businessman just hasn't arrived yet. Roadbuilding will be one of the greatest Libyan industries with thousands of miles of highways to be built. A good U.S. roadbuilding company with labor saving, high speed equipment will have years of work there and I feel quite confident when I say every road and street in all of Libya will have to be widened and rebuilt.

As a consultant from California, I have never seen greater opportunity for success than in Libya, nor have I seen a more difficult, complex market. Yet that is where Yankee salesmanship will shine, if one has the grit and a Libyan partner.

AUTHOR OF AREA DEVELOPMENT ARTICLE, Harris (r.) explains proposal from U.S. firm to Tripoli businessman. U.S. construction companies can land big jobs all over the country, says Harris.

MISSION REPORT: CONSTRUCTION EQUIPMENT

Libya pushes ahead rapidly on port improvement, roads, dams, schools

Chances for sales, joint ventures; heavy machinery such as cranes, fork lifts, conveyors, mixers needed

By JACK SANDERS
Sanders Form & Steel Corp., New Orleans, La.

Libya is a country with a positive full-scale drive toward modern development in new housing, hotels, roads, construction materials industries, and related products. It has the desire, together with a favorable financial future, that seems to assure it of becoming one of the leaders of the African nations.

A country which is only 15 years old as an independent nation, one which was subjected to colonial rule for centuries prior to that time and one which has begun to receive income from her natural oil wealth only five years ago, Libya is critically short of technically qualified people. Thus, it is employing hundreds of specialists and technicians from abroad and contracting for substantial amounts of consulting work in an effort to become current with the twentieth century in an impossibly short period of time.

U.S. technical knowledge, management ability and equipment definitely have a place in this development program and there are opportunities for trade and investment. However, the market is not an easy one. It will require unusual patience, care and persistence.

Commercial potentials cannot be cultivated overnight. A tight travel schedule will prove a waste of valuable time, effort and expense. Personal business relationships and face-to-face negotiation should be developed carefully. The interest and effectiveness of Western firms are measured by attention to correspondence and follow-up of exploratory talks.

In a hurry

The Libyan Government, which is allocating 70% of its petroleum income for internal development programs, is pushing itself to put through a fantastic number of projects in a very short time. Mistakes may be made in the rush to complete these projects in housing, utilities, roads, dams, schools, and harbor and port improvements but the Government seems to have the courage, determination and income to push ahead to improve the living conditions of the populace.

Equipment needed

U.S. technology and management can help in basic economic facilities and Government public works. Specifically, the following equipment, which should be moderately sophisticated and geared for use by the small or medium sized contractor, offer sales possibilities:

Concrete mixers, including truck mounted, to deliver 4 to 6 yards; clay working, cement making, concrete products machinery; concrete forming equipment; vibrating equipment, including cement vibrators; shoring panels; steel tubular scaffolding; bins and batchers; hoists, buggies; mechanical floor finishers; rock crushing machines—small or medium; connectors, releases; Patching, curing compounds; power trowels; screeding machines; power buggies; vibrating plate contractors; polyethylene sheets; polyethylene insulation material and building materials; mixing machines; simple plaster machines, and related equipment.

The following materials handling equipment, again of moderate size, should be of interest to Libyan construction firms and contractors: fork lifts, truck cranes, conveyors and conveying equipment, small loaders, back hoes, hoists.

Some exceptions

To some Americans it might be a deterrent that under Libyan law no person except a Libyan or no company except a Libyan firm may act as representative or agent of any foreign commercial or industrial company. In rare instances, however, exceptions for periods up to a year, and perhaps even more, can be granted by the Ministry of National Economy for special reasons such as lack of technical experience on the part of Libyans.

A Libyan company under the law is one whose capital is at least 51% owned by Libyan nationals. The American businessman may find, however, that he is requested to put up the equivalent of more than his share in financing, equipment, technical know-how and management effort. This is where skill in negotiation is required to arrive at a mutually satisfactory arrangement.

One's Libyan associate or partner should be selected from among several

MEMBER SANDERS (left), discusses trade with young Libyan educated at Nebraska and Oregon Universities.

prospects, and the U.S. Embassy can be most helpful in this respect. Stability and honesty are important in any business relationship but in Libya a good local associate who in addition understands Libya—its people and customs—and who is sensitive to the interplay between Government bureaucracy and private business can be an invaluable asset.

Skilled labor and technical personnel, and perhaps also unskilled labor, will probably have to be brought in from abroad. The Libyan Government prefers to employ Libyans but, in view of the acute labor shortage and the urgent need to proceed with the projects in the National Development Plan, the Government has remained flexible on granting permission for contractors to provide labor from outside the country.

Other factors which should be checked before participating in a joint venture in Libya are:

- Credit availability in a currently tight money market.
- Ability to compete with imports or services from other countries.
- Tax arrangements which can be advantageous to new ventures in projects considered essential to the National Development Plan.

There are many joint venture opportunities to perform contracting services for maintenance and construction with the U.S. oil companies. Arrangements of this nature offer some of the more attractive opportunities for getting started in the Libyan market.

RECOGNIZE THE LABEL? Esso kerosene cart makes the rounds at project of Idris Housing Scheme, which has given construction industry such a boost.

MISSION REPORT: LIGHT INDUSTRY

Array of U.S. producer, consumer goods could be sold in Libya

Government wants to develop small industries as diversification from oil and for employment of Libyans moving to urban areas

By CHARLES M. ECKMAN
Virginia Metalcrafters, Inc.
Waynesboro, Va.

Libya has a market for U.S. products and joint ventures. The accelerating growth of the economy evidenced by soaring per capita income places the country in a position to buy and pay cash for an array of U.S. manufactured producer and consumer goods.

Quantitatively, the market is small in American terms of mass production. With the exception of products allied to the oil industry and to commercial and residential construction, the market dimensions are perhaps comparable to a U.S. city the size of Richmond, Va.

Strong footholds already have been achieved by U.S. producers of oil equipment, and a variety of well known American brands of foodstuffs are in evidence. Opportunities exist for U.S. automobiles, trucks, buses, tractors, small gasoline-fired engines, ready-to-wear clothing, particularly children's clothing, work clothes, yard goods including various blends of synthetics with wool and cotton, plastic housewares, upholstery and packaging films, and semi-automated metalworking tools.

The list is not all-inclusive, but it does point up areas observed by the Mission to be developing faster than others, with perhaps slightly less competition from European resources than in other product markets.

All have problems

Each product has its own peculiar problems in the Libyan market. For example, sales of U.S. automotive equipment have been badly hampered through lack of adequate stocks of service parts and lack of trained service technicians. This situation has permitted European firms to virtually capture the light truck market and to get the lion's share of the passenger car business.

In both Benghazi and Tripoli, literally hundreds of Libyan nationals are representing or hoping to represent foreign concerns. A growing number of direct import businesses are Libyan-American owned, the Libyan national having 51% of the stock but normally somewhat less than this proportion of the profits. This arrangement has the advantage of offering certain legal benefits as well as providing a Libyan businessman who "knows the ropes."

Because of the population distribution characteristics, which are somewhat similar to our Mountain States, agents for foreign firms usually represent lines of many manufacturers and frequently in widely diversified types of goods. Libyan law restricts the number of an agent's principals to ten but many devices, including multiple corporations, are in evidence to surmount this obstacle.

Wholesalers are retailers

Traditional concepts of distribution through wholesaler to retailer are typically not followed, as wholesalers frequently operate as retailers as well. In selecting representation, it is important to make certain that coverage is obtained for both Tripolitania and Cyrenaica through the cities of Tripoli and Benghazi.

Any U.S. manufacturer who desires representation in the Libyan market may select from some of the opportunities brought back by this Mission (see the World Trade Opportunities section of this issue of INTERNATIONAL COMMERCE) or request a list of potential agents from the Commercial Attache of the Embassy in Tripoli. These prospective agents vary from young, ambitious, impecunious civil servants to what might be termed merchant princes who have accumulated fortunes during the recent rapid development of the Libyan economy. A few U.S. nationals and a number of Greeks and Italians are in business in addition to the Libyans.

There is a strong desire on the part of the Government to develop small industries as a method of diversifying from

oil and also as a means of providing full employment for the ever increasing numbers of Libyans who are leaving the land and moving to the urban centers.

Investment incentives

Libyan law provides substantial incentives to foreign investors who might establish joint ventures which would employ Libyan nationals. Incentives to both industry and agriculture include the usual tax exemptions, suspension of tariffs, and long-term, interest-free loans through the Bank of Industry and Real Estate and the National Agricultural Bank.

So far, the Libyan Government has left development of light industries to the private sector. Local businessmen generally have selected only those which are least technical and there has been a tendency to follow the success of another businessman rather than undertake new endeavors, with the result that overproduction has developed in a few lines.

To correct this situation, the Government is considering an inventory of resources, analyses of markets, and recommendation of sites with a view to developing an overall industrial plan. Already, feasibility studies are underway for glass manufacture, packaging of pharmaceuticals, manufacture of paper boxes and other paper products, and assembly of small motors and machines.

An opportunity exists for U.S. businessmen to study the market and develop local small diversified industries to match the growing needs of the Libyan economy. Some examples of relatively unsophisticated manufacture which could readily find a market are aluminum foundry work, job machine shops, brick manufacturing and light metal weldments.

Market profile—Libya

Government: Constitutional monarchy under King Idris I. King appoints Prime Minister and Council of Ministers as well as members of Senate. Chamber of Deputies chosen by popular vote.

Area: 679,358 square miles, two and a half times the size of Texas.

Climate: Mediterranean along most of the coast; subtropical or tropical desert in other areas.

Population: Estimated at 1.6 million in mid-1965. About 280,000 Libyans in 1960 were in agricultural occupations and 100,466 in non-agricultural sectors. Laborers being brought in from Morocco and Sudan.

Principal cities (1964): Tripoli, co-capital and commercial center, 212,577; Benghazi, co-capital, 136,641.

Income: Gross national product, estimated at $876 million in 1965; per capita GNP, about $549.

Currency: Libyan pound £L1=US$2.80. Foreign exchange reserves estimated at $433 million. Highly favorable balance of payments since 1963.

Agriculture: Most important crops: barley, wheat, dates, peanuts, tomatoes, olives, citrus fruits.

Minerals: Petroleum most important mineral and backbone of economy; 445 million barrels produced in 1965. Gypsum, chalk, limestone, marble, potassium, and iron ore also found. Petroleum provides 99% of value of all exports.

Industry: Most firms in petroleum-related activities. Some plants process local agricultural products.

Transportation: 1,800 miles of paved roads. Major airports at Tripoli, Benghazi, and Sebha. Tripoli and Benghazi have good ports.

Exports, 1965 (value in $ millions): 787; to West Germany, 299; U.K., 163; Italy, 78; U.S., 25.

Imports, 1965 (value in $ millions): 320; from U.S., 55; Italy, 81; U.K., 48; West Germany, 33.

Conditions of trade: Most imports enter under open general license. Generally low tariffs. No tariff preferences accorded to any country.

Lack of trained manpower is the major problem in Libya today. The employable workforce is fully employed. Entrepreneurs must depend heavily on workers from foreign lands and many have successfully employed Italians, Egyptians, Lebanese, Tunisians and a few French and Americans. The Libyan Government will grant permission for entry of foreign nationals if there are no employable Libyans and the project or industry is considered essential.

To alleviate the situation, the Government is developing plans for the technical training of Libyans. A pilot operation in mechanics and material controls and related office procedures already is successfully underway under the supervision of the American firm Tramavcor Training Services, Inc. Plans for vocational training schools in Libya and for sending Libyans abroad to study also are being developed.

Religious customs and traditions do not permit the employment of women in factories; however, women are employed in the Government-owned tobacco factory, and a textile plant visited by the Mission employed substantially all female labor.

CHARLES ECKMAN, who wrote report on light industry, interviews importer from desk in Tripoli.

MISSION MEMBERS field questions from business reporters during a press conference in Tunis. The group's visit generated high interest in the local press.

Businessmen, Government officials pool knowledge for report

The Libya, Tunisia, and Morocco Trade Mission members, who wrote the articles comprising the final report presented in this issue of INTERNATIONAL COMMERCE, offer a variety of knowledge and experience in appraising the markets they visited. Two are from the Commerce Department, five from the U.S. business community.

Mission leader **Archie M. Andrews** has been Deputy Director of the Commerce Department's Bureau of International Commerce since 1964.

From 1946 through 1963, Andrews was associated with Dictograph Products Inc., manufacturers of communications and sound systems for offices and hospitals, hearing aids and home fire alarm systems. He had primary responsibility for the international activities of the company, in which he held, successively, the positions of vice president of manufacturing, vice president of administration, and president. From 1942 through 1945 Andrews was an official of the U.S. Department of State and for two years served in the U.S. Embassy in London.

He is a graduate of Phillips Academy, Andover, Mass., Rugby School, England, and earned his A.B. degree from Princeton University in 1941.

Charles M. Eckman has been president of Virginia Metalcrafters, Inc., Waynesboro. Va. The company manufactures and distributes lawn mowers, garden tractors, wood-burning space heaters and furnaces, metal giftware and accessories, and ferrous and non-ferrous castings. In addition to his specific knowledge of consumer products marketing, he is familiar with investment problems.

As chairman of his area's Export Expansion Council, Eckman has acquired a high degree of expertise in international trade. He has a Master's Degree in Business Administration from New York University.

Jack Harris is President of Hico International Business Consultants, Inc., management consultants, and Hico, Inc., of San Mateo, Calif., a diversified investment and construction corporation.

At the age of 19 he owned and operated his own hotel. In 1932, he entered the construction business in San Mateo which eventually developed into Hico, Inc.

With the growth of his interest in international business activities, Harris organized Hico International Business Consultants, Inc. which is involved in construction, equipment leasing, investments in hotels, office buildings, apartment buildings, and joint ventures.

A chemical engineer, **Daniel B. Hemphill** is President of Continental Products of Odessa, Tex. His company handles inorganic and organic chemicals and water and oil industry equipment. He recently designed a large phosphate plant in Idaho. He is familiar with chemical raw materials and equipment available from sources in the United States.

Hemphill is area chairman of the Odessa, Texas area Regional Export Expansion Council, and Chairman of the World Trade Division of the Odessa Chamber of Commerce.

Norman W. Merrill is executive vice president and general manager of Blue Lake Packers, Inc., of Salem, Ore.

Prior to 1948 and his association with his present firm, Merrill had been sales manager for the West Coast production of Stokely-Van Camp; general sales manager of Foster & Wood Canning Co. of Lodi, Calif.; and associated with the Santa Cruz Fruit Packing Co. of Oakland.

Merrill was instrumental in organizing the Northwest Canners and Freezers Association and was its first President.

Jack Sanders is president or sole owner of a number of diversified companies, corporations, and trusts with extensive experience in area development, financing and investments, and industrial, commercial, and residential construction. Among his interests are the Sanders Form & Steel Corp., Laguna Construction Co., Sandollar Motel Corp., Sea Oaks Development Corp., Jack Sanders Corp., Sanders Trusts, and Sanders Shipbuilding Corp.

Born in San Antonio, Sanders graduated from Southern Methodist University. He is a member of the U.S. Chamber of Commerce and a director of the South Texas Chamber of Commerce, San Antonio.

Roger F. Stechschulte is an international economist in the North and West Africa Section of the Commerce Department's Africa Division. He has been with the Commerce Department for two years and at present is the desk officer for Libya and Morocco. He has written Overseas Business Reports and several articles dealing with economic developments in African countries for the Commerce Department.

Stechschulte is a graduate of Georgetown University's School of Foreign Service where he majored in international affairs.

Tunisia's exchange shortage limits purchases from U.S., but AID loan spurs opportunities

Situation offers U.S. companies a chance to obtain long established agents with traditional ties in Europe; country is making maximum effort to promote natural resources

The Western visitor will probably find himself more at home in Tunisia than in most countries of the Arab world because of its historical Western orientation and particularly the efforts of its leader, President Bourgiba, to modernize and develop the country.

So said the Mission on its return from Tunisia. Other conclusions are reported in the following summary of the members' reports on the Tunisian market.

Opportunities for exports to Tunisia for the coming year will be substantially limited to those products and materials which can be financed under a $15 million AID commodity loan.

Under an agreement reached with the International Monetary Fund (IMF), the Tunisian Government has undertaken to balance its international accounts by the end of 1967. This will mean a sharp cut back in foreign purchases to the barest essentials.

Knowledge of this situation among the Tunisian business community was evident by the number of Tunisians visiting the Mission's offices seeking representation of U.S. companies with a view to obtaining imports from the United States under the AID loan. Many of these businesses have had traditional ties with France and other European countries.

Therefore, the present situation offers U.S. firms desiring to become established in the market an opportunity to obtain as agents or representatives some of the better known and long established Tunisian importers.

Long term prospects for improving Tunisia's balance of trade appear to be favorable. There are two strong growth sectors—phosphates and tourism—and a relatively small but promising crude oil potential.

With 750 miles of beautiful beaches, Tunisia is in an excellent position to compete in the current North African race to develop a Riviera on the southern shores of the Mediterranean.

Faced with severe balance of payments problems, Tunisia is making a maximum effort to take advantage of her natural attractions and is promoting tourism with considerable success. Income from tourists was $17.5 million in 1965, is estimated to reach $26 million in 1966, and is projected to $35 million in 1967.

More hotels

Hotel construction in process and planned thru 1968 calls for 66 new projects to bring accommodation capacity up to 23,500 beds. Prospective investors in this field will find credit and assistance, both private and Government, easier to come by than in almost any other in this tight money economy.

Tunisia is primarily an agricultural society with exports of cereals, olive oil, wine and citrus fruit accounting for more than half of total exports. Because of its underdeveloped irrigation systems the country's agricultural production is heavily affected by the vagaries of weather. The 1966 drought-ridden crop represented one of the poorest in years, contributing further to the international payments problem caused by loss of the French wine market since mid-1964 when the Tunisian Government expropriated the French colon farms.

Improvements in the agricultural situation are being made through the efforts of individual farmers, through the importation of spray irrigation equipment, and through Government programs in conjunction with AID. There is particular emphasis on developing underground water resources which offers sales opportunities for equipment used with wells, such as casings, valves, and pumps.

AID contracts

For example, Parsons Engineering Co. of Los Angeles, on contract with AID, has drilled nearly 40 productive deep wells. As part of the country's agricultural development program and using the improved techniques developed by Parsons, some 350 additional deep wells are to be drilled in the next four years.

Agricultural production and food processing industries account for about one third of the gross domestic product and employ two thirds of the population. To step up and diversify the low produc-

PLASTICS FACTORY at Sousse is one of an increasing number of industrial operations in Tunisian cities.

tivity, the Government's development plan includes formation of production cooperatives through which it hopes to increase efficiency by more economic use of land based on grouping neighboring peasant farms with former colon farms as nuclei. Reforrestation, fruit tree planting, soil conservation and irrigation represent other parts of this program.

There is a need for more modern canning and food processing equipment in Tunisia. It is unlikely that the Government will encourage purchases of such equipment at present because of the foreign exchange shortage and the probability that such equipment would contribute to the country's unemployment problem by displacing some workers in the processing industry.

As agricultural production rises, however, the use of modern high speed equipment will assume a higher priority in the Government's planning to insure competitive quality and cost for export markets. In the meantime opportunities exist for new private investment in the development of fruit and vegetable processing for export to Europe.

Opportunities in chemicals

The Tunisian market offers sales opportunities for a variety of chemical products, but investment potential will be slow in developing. There is sufficient promise in fertilizers, pharmaceuticals and surfactants, however, to merit investigation of the market for future investments.

Fertilizers offer a limited market for the United States at this time because phosphate-based fertilizers are available from local production, and nitrogenous fertilizers are being purchased from Europe due to a shipping cost advantage over U.S. products. There is an opportunity for specialty U.S. fertilizers, such as urea, if the Government can be persuaded to allocate foreign exchange or apply for some under the AID program.

Government procurement

Pharmaceuticals, like fertilizers, have been purchased under the Government's *groupement* (bulk) procurement scheme largely by means of international tenders. Price rather than quality has governed the procurement decision, but the Mission encountered the expression from Tunisian businessmen that problems of quality of the drugs purchased were causing the Government to reconsider its position. It would appear that some selling effort on the part of the U.S. firms could open up trade opportunities as consideration of shipping costs is relatively minimal.

Pesticides and insecticides, not controlled by the *groupement* system, offer opportunities for sales or joint ventures. Also, interviews with Tunisian businessmen indicated an interest in purchasing chemicals and dyes for the tanning and textile industries, and the soap and paper industries; and chemicals for the plaster molding and forming industry.

Ultimately there will be a good market for water treatment equipment and Tunisia will need thousands of softeners and demineralizers to protect and lengthen the life of established industrial installations.

In the absence of experience with deterioration of equipment in these relatively new plants, the focus of industry on the cost of parts replacement versus preventive maintenance has not occurred generally as yet. Sales efforts in these lines might hasten development of the market.

Industry diversified

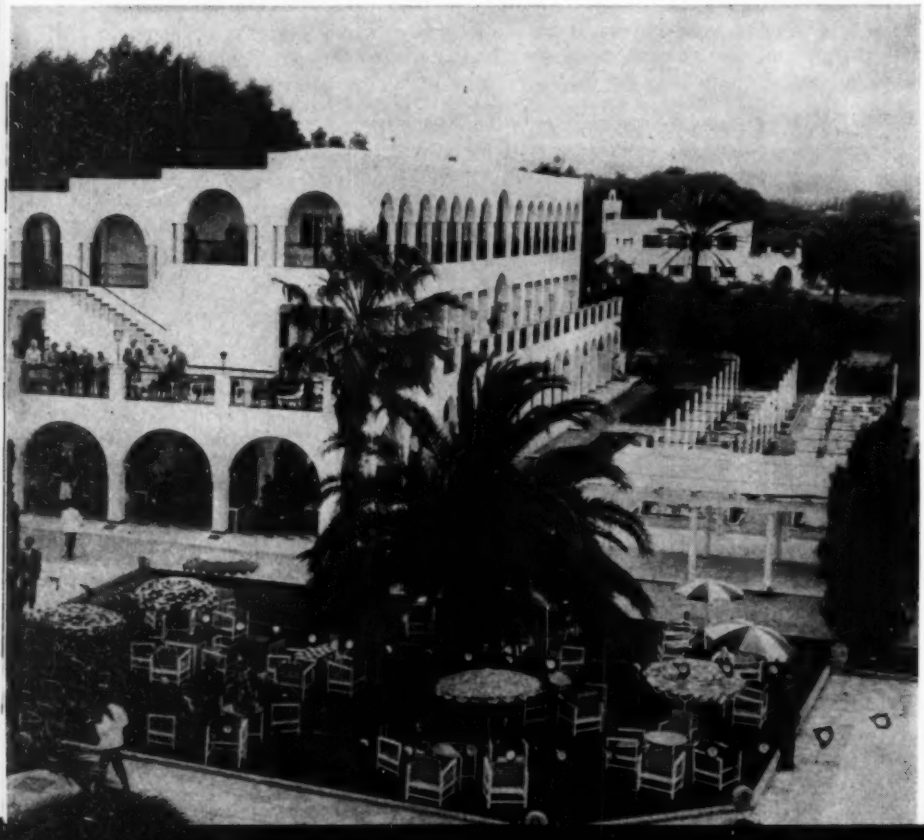
Manufacturing in Tunisia is surprisingly developed and widely varied for a country of this size with its relatively limited market. Industrial operations range from large establishments, either Government owned or with Government share participation, such as power plants, the railroad, the oil refinery, the steel mill, a phosphate processing plant, and an iron foundry, to medium sized mostly privately owned plants in food processing, furniture, cement, engine rebuilding, glass making, and marble cutting and polishing, and finally to the traditional family handicraft shops making rugs, jewelry, needlework, block prints, pottery, tiles and grass mats.

The Mission, in visits to various plants, saw that U.S. producers of capital goods have made virtually no impression on the Tunisian manufacturing sector, possibly because of historical ties with France and the proximity of other European countries. For example, in a rather well set up structural steel fabricating plant just outside of Tunis, the only machine tool of U.S. manufacture is a Cincinnati shear; all the rest of the equipment is French.

In a small but thriving furniture manufacturing plant, the equipment is 75% French and 25% Italian. In the large modern Government-owned automatic foundry, there is one U.S. electromelt furnace; all the rest of the equipment is German.

In a large hardware manufacturing plant in Sousse the equipment is 100% Polish and was furnished in 1964 on 10-year terms. The Tunisian government is operating a $40 million steel mill, El Fouladh, at Menzel Bourguiba and is producing reinforcing bars and a limited volume of pig iron. This plant was engineered by the British and equipped by

NEW HOTEL PROJECTS through 1968 in Tunisia total 66, in an effort to cash in on the current race among countries along the northern coast of Africa to develop a "Riviera" on their side of the Mediterranean.



Market profile—Tunisia

Government: Republic since 1957. Constitution provides for a presidential system with a unicameral legislature and independent judiciary. Legislative powers exercised by the National Assembly.

Area: 63,378 square miles—about the size of Louisiana.

Population: (1962): 4.7 million, with annual growth rate of 2.1%. Labor totals about 1,350,000: 800,000 in agriculture; 130,000 in industry and construction; 200,000 in Government development projects.

Principal cities: Tunis, capital, 700,000 in metropolitan area; Sfax, 65,000; Sousse, 48,200; Bizerte, 44,700; Menzel Bourguiba, 34,700.

Income (1965): Gross national product estimated at $824 million (in 1962 prices); per capita GNP, $176.

Currency: Dinar, 1 dinar=US$1.90. Tunisia is a member of IMF. Foreign exchange reserves are low ($34 million in October 1965) and balance of payments situation difficult.

Agriculture: Chief products: wheat, barley, citrus fruits, olive oil.

Mining: Principal minerals and 1965 production (in thousands of metric tons)—phosphate rock, 3,040; iron ore, 1,116; lead, 24; zinc, 7; salt, 355. Mineral and mineral products account for more than 40% of export earnings. Unofficial estimates place recoverable Tunisian oil reserves at between 50 and 60 million tons.

Industry: Primarily mining and food processing. New industries beginning to supply major domestic requirements are refined petroleum products, sugar, textiles, steel. Several light industries started production or are nearing completion.

Transportation: Nearly 1,000 miles of railroads; 9,400 miles of roads, of which 5,200 miles paved. Major ports: Tunis, La Goulette, Sfax, Sousse, and Bizerte. International airport at Tunis.

Exports (1965): Valued at $119.9 million. Major customers: France, 31%; Italy, 12%. Main exports: Olive oil, wine (value declined 75% in 1965 due to loss of French market); phosphate rock, fertilizer, iron-ore, citrus fruits.

Imports (1965): Valued at $245.9 million. Major suppliers: France 39%; U.S., 16.2% (90% of which was AID-financed). Major imports: Iron and steel, machinery, transportation equipment, cotton textiles, food products.

Conditions of trade: Distinctions made between essential and non-essential imports, and between imports from franc zone and bilateral payments agreements countries and those imports from other countries. Non-essential items generally subject to global quotas, divided among countries usually on basis of bilateral trade agreements. Exception is made for U.S., which has no trade agreement. Little likelihood of any major change in present policy because of difficulties in finding markets for major exports.

British, Swedish, German and French manufacturers.

The curtailment of foreign exchange spending under the stabilization program may offer some opportunities for U.S. equipment to enter the market through the foreign aid program but generally it appears that the sale of U.S. equipment will continue to be limited.

Heavy industrial equipment, except as provided through the U.S. foreign aid program, will probably continue to be supplied from Europe for the most part unless it can be sold on technical superiority. Construction and agricultural equipment has been well covered by U.S. companies which have local representation. In construction, however, except for the large scale contracts of $10 million or more, U.S. firms have not been able to compete on international tenders with their European counterparts.

Tunisia has substantial sources of trainable labor at relatively low wages—$.22 per hour for semi-skilled workers and $.40 to $.60 for skilled workers. However, productivity standards have not generally proved sufficient to make Tunisian products competitive in foreign markets and the production runs are still too limited to achieve the economies of large scale manufacture.

A notable exception is spinning and weaving in large scale factories which are now competitive with European prices.

The best prospects for investment in Tunisian light industry would be service industries, such as mechanical repair shops, and metalworking and woodworking shops for furniture, lighting fixtures and other accessories for tourist accommodations.

Government spurs investment

Tunisia has a well developed financial structure with 15 banks in the capital city of Tunis. These include the central bank (Banque Centrale de Tunisie), guardian of the monetary system and supervisor of exchange controls, as well as the agricultural bank (Banque Nationale Agricole), a Government bank with functions broader than our own Federal Land Banks, the Societe Tunisienne de Banque, a commercial and development bank, and the Societe National d'Investissement. The latter has now become a private development bank working for the expansion of the economy in sectors other than agriculture.

Factors favorable to foreign private investment are the following:

► The Government of Tunisia has maintained a record of political stability since independence and the outlook for the foreseeable future is for a continuation of this stability.

► The Government of Tunisia is actively encouraging foreign private investment, especially in the industrial sector.

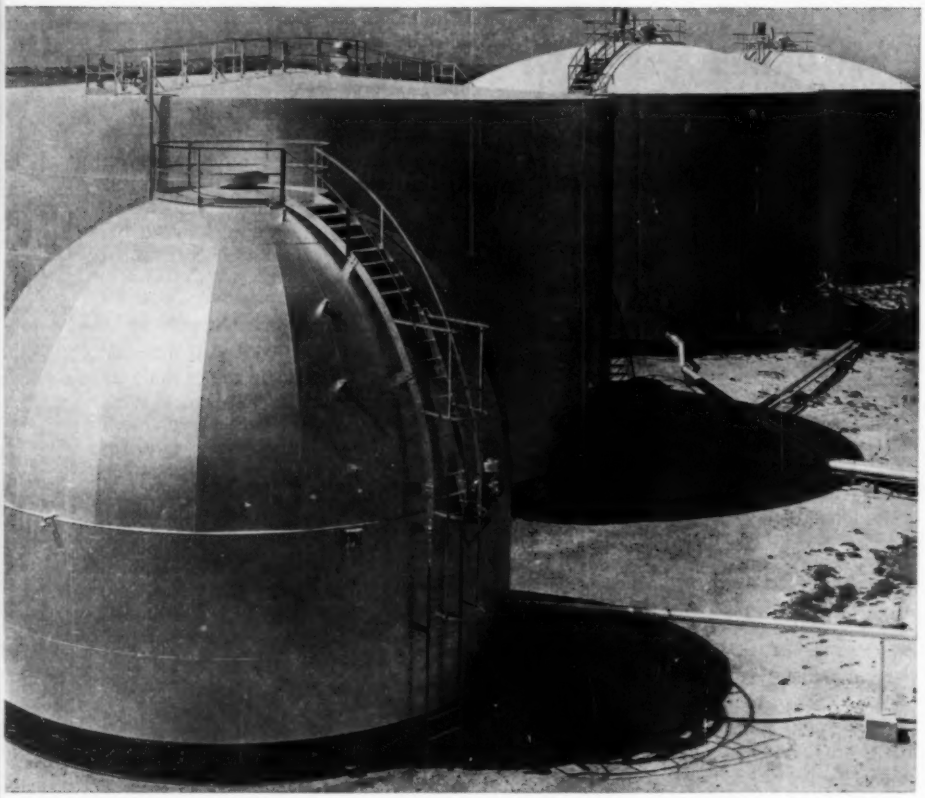
► The Government of Tunisia is preparing a new investment code to replace the 30 different laws relating to investment. Advantages which have existed and are expected to continue include tax forgiveness up to 5 years, negotiable beyond that under certain conditions; customs free entry of equipment; repatriation of dividends and capital; forgiveness of registration fees, dividend and production taxes; certain advantages over foreign firms with respect to Government procurement and imports.

► The United States has an Investment Guarantee Agreement with Tunisia.

► The Government of Tunisia recently ratified the Convention for the Settlement of Investment Disputes sponsored by the World Bank (IBRD).

► A stock market is to be established soon to sell shares of different enterprises, Government-owned and private, to the public.

► The Government has taken self-help measures in line with IMF recom-



TUNISIAN OIL RESERVES, estimated at between 50 and 60 million tons, have just recently been tapped to any major extent. Shown above are Esso oil storage tank facilities at La Goulette.

mendations and has received substantial amounts of foreign aid, thus enhancing its prospects for sustained economic growth.

Some limiting factors

From the point of view of prospective U.S. investors, the following factors could be regarded as deterrents:

- The expropriation of certain foreign-held interests, especially agricultural lands, that occurred under the decolonization program. Government officials pointed out that this was a special situation relative to developing the economy of a nation which had gained independence from a former colonial power. In some cases the French owners of Tunisian companies had sought to sell their interests following the French withdrawal from the country and had worked out such arrangements with the Tunisian Government.

Officials informed Mission members that Government ownership or investment was necessary in such cases because of the lack of capital from the private sector. Except for such economic components as natural resources, public utilities and transportation, the official attitude of the Government professes to seek withdrawal from normally private fields of operation whenever local money is available to buy out its share. Examples in industry, insurance and banking were cited to substantiate this point.

- A Government which has played such a leading role in industry and commerce—a psychological impediment to private investment. In an interview with the Mission, Minister of Economy and Planning, Ahmed Ben Salah, explained the pragmatic nature of Tunisia's socialism versus ideological socialism. Under Tunisia's Destourian socialism the Government only participates in industry which is considered essential to the economic development of the country and for which private capital is not available or forthcoming to initiate the project.

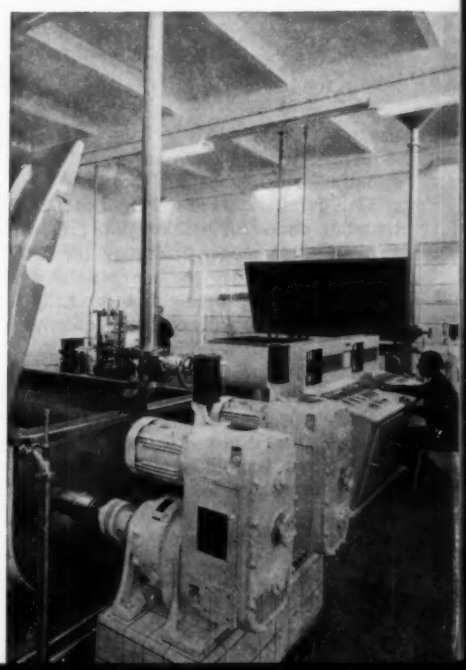
The Government had originally left development of industries to the private sector but, as this had not proved successful, had been forced to provide the financing to get the economy moving. As in industrial decolonization, the Government is hopeful of reducing or eliminating its participation as the private sector is willing to take over.

- Practical operating problems created by the many controls of Government such as those over foreign exchange and internal controls on credits affecting business expansion plans. Even more troublesome have been the delays with customs. Ben Salah explained that there was little he could do to relieve the situation with respect to controls, because of the Tunisian balance of payments problem and the need to conform with the stabilization programs of the IBRD and IMF if Tunisia is to continue to receive refinancing and assistance from these institutions. As for the customs or other similar problems, he expressed a willingness to investigate and remedy situations brought to his attention. From a practical point of view, the Mission is aware of the shortage of trained people in Tunisia to administer the rather complex governmental bureaucratic institutions inherited from the French. Problems such as expediting customs clearance, therefore, will take time to achieve through proper training of personnel and revision of administrative procedures. The latter is an activity which is beginning to receive increased attention.

Conclusions reached

The Mission concluded that selected investments in Tunisia offer opportunities for profit; liberal incentives from the Government are available and should be spelled out in the Letter of Establishment issued by the Government at the time an enterprise is formed; U.S. technical and marketing know-how can help develop the Tunisian economy; and credit is more likely to be available for projects which develop foreign exchange (for example,

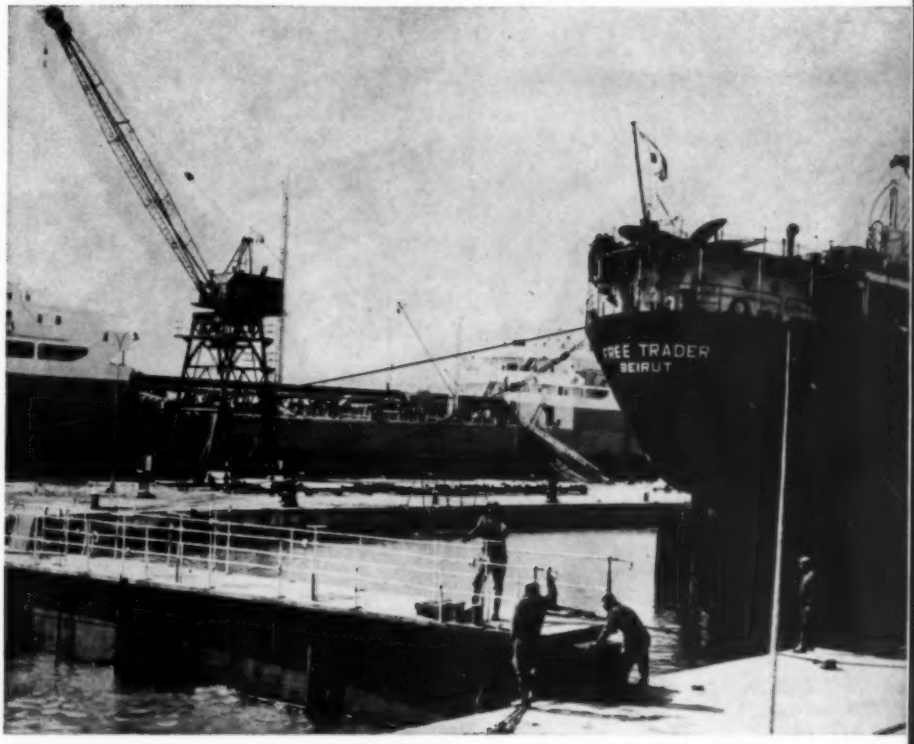
MODERN OLIVE OIL PLANT at Enfida contributes to the production of one of Tunisia's leading export commodities. Others are wine and minerals.



tourism) or manufacturing activities which provide labor and whose products can be exported.

Joint ventures with Tunisians, while not required by law, offer the most practical way of investing and doing business in Tunisia.

No trade mission report on Tunisia would be complete if it failed to mention the Tunisian Union of Industry, Commerce and Handicrafts (UTICA). This organization serves a combined function of chamber of commerce, manufacturer's association, and other organizations in the private commercial sector. One of its chief purposes is to promote development of industry and commerce, and the prospective trader or investor who visits Tunisia will find UTICA and its services an essential and most helpful part of his mission.



TUNISIA HAS PORTS at Tunis, La Goulette, Sfax, Sousse, and Bizerte. La Goulette is being modernized.

MISSION REPORT: ACTIVITIES

Members talk with 51 Tunisia businessmen; bring back leads

Most requests in chemicals, construction; Mission views variety of plants in operation

By ROGER STECHSCHULTE

In Tunisia Nov. 25-Dec. 2, mission members conducted 51 interviews with local businessmen, resulting in 62 trade opportunities and several investment opportunities (see appropriate sections in this issue of INTERNATIONAL COMMERCE).

The Mission occupied offices provided by the Union Tunisienne de l'Industrie, du Commerce et de l'Artisanat (Tunisian Union of Industry, Commerce and Handicraft) in its downtown building.

Tunisia is a developing country which is rapidly expanding its industrial base. Mission members toured a number of industrial plants including a textile mill, a food processing plant, an orange and date packing plant, a steel mill, a machine shop engaged in ship repairing, a foundry, a marble plant, a hollow glass factory, a furniture manufacturing plant, and a hardware plant.

Three of the Mission visited phosphate processing plants at Sfax, the commercial and industrial center of southern Tunisia. Members were generally impressed with the size of Tunisia's industrial sector and with its relatively up-to-date equipment.

In contrast to modern industry, a handicraft center was visited—where local craftsmen were turning out pottery and decorating tiles in much the same manner as they have for hundreds of years. Even here, though, modern technology is creeping in via large new baking furnaces.

They want to buy

Contrary to the expectations of the Mission, Tunisians were much more interested in trade opportunities than in investment opportunities. In view of the country's tight foreign exchange situation it was thought that the Mission would receive many more proposals for investment than for trade. Businessmen were interested in importing a variety of products.

Greatest interest was evidenced in chemicals and construction. In chemicals, proposals were received for import into Tunisia of raw materials used in paint manufacturing, equipment for making sulfuric acid, various general industrial chemicals, fertilizers, and plastics manufacturing machinery.

Interest in construction centered in joint-venture proposals (the only area in which Tunisians showed significant investment interest) for hotels and office buildings. The interest in hotel construction reflects the country's push to become a major tourist center. The drive toward hotel expansion was also apparent from proposals for import of supplies and equipment for hotels.

Businessmen were interested in importing such products as office machines, hardware, kraft paper, light bulbs, cotton yarn, sporting goods, and water treating equipment. Interest was expressed in a joint venture for cork processing using cork aggregate to make bottle caps and cork sheets for domestic and export markets.

The Mission also received some proposals for export of Tunisian products to the United States. Tunisian producers were interested primarily in selling wine, certain canned products (like artichokes, tomato paste, and fruit jams) and olive oil. Tunisia is a large wine producer but, since the virtual loss of the French market, it has had difficulty in disposing of its production and is trying to develop new markets.

GROWING TRADE RELATIONS are cementing the historic friendly relationship between the United States and Morocco. Rabat, above, is a leading commercial center in this hospitable market.

MISSION REPORT: THE MARKET

Friendly U.S.-Moroccan relations as old as 180-year treaty, provide cornerstone for increasing trade

Basic treaty provides for most-favored-nation treatment; Government, local business expressed interest in expanding commerce, investment; tourism, agriculture most promising

By ARCHIE M. ANDREWS

U.S.-Moroccan friendship extends back to our earliest history.

When the Treaty of 1786 was signed between Mohamed Ben Abdallah and George Washington, Morocco became one of the first countries to recognize the young American Republic. That treaty, which was reaffirmed in the Treaty of 1836 and which remains the basic treaty between the two countries, provided for most-favored-nation treatment of each other's trade and commerce.

Friendly relations have continued ever since and represent a cornerstone on which to build increased trade and investment. The Moroccan Government and Moroccan businessmen expressed the greatest interest and hope in such a development.

During the past several years Moroccan exports to the United States have amounted to about $10 million whereas imports from the United States have been in the range of $45 to 50 million, the major portion derived from U.S. financial and PL-480 assistance programs. While there are no precise figures available, it is estimated that strictly commercial trade between the countries would be only slightly in favor of the United States if foreign aid were deducted from the U.S. export total.

Despite this relatively small amount, there are many reasons for considering trade and investment in this fascinating and beautiful land. With respect to trade, while geographical location and financial ties make Europe, and France in particular, Morocco's normal trading area, the interest shown by Moroccan businessmen in trade with the United States will undoubtedly result in an increase in Moroccan exports to the United States.

Moroccan leather and handmade leather products have been well-known for years to Americans. There is good reason to believe that other Moroccan specialties soon will become familiar to U.S. shoppers. They include items such as kaftans and other articles made from rich looking Moroccan cloth, some of their premium citrus fruits, fish (particularly sardines) and even wines. Tourism, is among the primary foreign exchange earners for Morocco.

With AID supporting assistance funds for Moroccan imports from the United States now used up, existing opportunities for increasing Moroccan trade with the United States bear an important relationship to U.S. exports to Morocco—as the trend of Moroccan commercial trade is along bilateral lines. Moroccans are flexible on this, however, and the Mission found much interest in obtaining U.S. equipment and technical support through purchases or joint ventures.

Will be permitted

There is no doubt that equipment or materials required to fulfill the objectives of the 3-year economic development plan (1965-68) will be permitted entry. This plan, calling for total expenditures of $688 million, places priority on the development of tourism, agriculture and technical training.

Investment and joint ventures offer opportunities in Morocco. The Government has issued an Investment Code which contains bonuses, tax incentives and customs advantages for the prospective investor. There are no restrictions on foreign majority ownership and capital and dividends can be repatriated. The country has signed the U.S. Investment Guaranty Agreement and also has ratified the Convention for the Settlement of Investment Disputes sponsored by the World Bank.

Other factors favorable to direct investment are: Morocco's key geographical location plus the current preferential treatment for entry of Moroccan products into France, which can be expanded if Morocco becomes associated with the Common Market; political stability; ample power (Morocco is the largest producer

of hydroelectric power in North Africa), and excellent roads, railroads and port facilities; a diversified economy; a modern banking system; and abundant manpower which, judging from a U.S. plant visited, is adaptable to training to a level of efficiency and skill equal to that in U.S. plants.

The most likely areas for investment at this time are in tourism and in the agricultural sector. Hotel accommodations are needed to keep up with the growing tourist trade which has trebled in the last five years to over half a million visitors in 1966. U.S. products associated with such construction will find a ready market. There is also need for modern food processing and packaging equipment and technical assistance.

The Government has wisely decided against building uneconomic monuments of heavy industry at this time and is concentrating on development of light industry. Since agriculture employs 70% of the population and accounts for 30% of the gross domestic product. Government efforts are being directed toward developing industries which are related to agricultural products.

Producers of fertilizers, pesticides and farming equipment will benefit from this program. A beet sugar industry is developing and experimental growth of tea has started with a view to replacing foreign exchange currently being used for Morocco's national drink—a heavily sugared mint tea.

Irrigation projects eventually will help to avoid the fluctuations in agricultural production such as occurred in 1966 when a severe drought yielded a poor harvest, and will help avoid setbacks in Morocco's efforts to balance its trade and international accounts. Steps taken two years ago to stabilize its economy have resulted in a situation where Morocco has enough foreign exchange, including foreign aid, for its requirements for the first part of 1967.

An indication of the growing U.S. interest in Morocco is the increasing presence of U.S. banks on the financial scene. Two American banks—Morgan Guarantee and Bank of America—have a participation in the quasi-governmental Banque Marocaine du Commerce Exterieur (BMCE).

Similarly, in November, just before the Mission's arrival, an American-Moroccan Chamber of Commerce was inaugurated (the first in North Africa) which serves as a further sign of increasing U.S. interest and influence in the country.

BAZAAR IN FEZ provides tourists with local color and bargains; earns exchange to pay for imports.

INCREASED FERTILIZER NEEDS will boost Moroccan imports of chemicals. This UN technician is advising bean farmers on fertilizing techniques.

MISSION REPORT: CHEMICALS

Moroccan interest seen in products related to chemicals

Objectives of development plan will help spark demand

By DANIEL B. HEMPHILL

Chemical concepts touch all of Morocco's development goals.

Tourism, one of the top priority objectives of the development plan, means that hotels will have to employ more widespread use of detergents, water purification equipment, and cosmetics, drugs, and synthetic textiles for gifts.

Agriculture will require a great increase in fertilizers. It is estimated that the import of non-phosphate items will increase from a value equivalent to $8 million in 1966 to about $20 million in 1967.

Light industry's development means greater use of lubricants, cleaners, cutting oils, inhibitors, and synthetic feed stocks.

Moroccan businessmen were interviewed separately and according to category of interest. Many industries and product requirements discussed were classified as chemical: feed for animals (including chicken hatching, fertile eggs, and brooders); agricultural products including nitrogen products of wide variety; industrial chemicals for paints, tannery, leather, and cleaners; drugs and cosmetics, with emphasis on plants and basic materials to be formulated in Morocco; and textile threads including the need for machines to make thread and the basic import of synthetics, such as polyester resin.

There were specific requests for materials and technical help such as:

A cosmetic marketer wants to start a cosmetics laboratory for formulating this line of products—a high import duty has been imposed and this should be a good business endeavor;

A manufacturer wants to make laminated plastic tanks for hauling corrosive liquids and other bulk products; and

A weaving firm wants to improve its access to yarns, and proposes to build a plant to make its own thread.

These three unusual requests may have real merit and business prospects for an expert who is willing to investigate.

An interesting plant installed at Safi has a very practical procedure for upgrading phosphate. The Moroccan phosphate rock is high in P_2O_5 as mined. Iron sulfide (pyrite) ore is available near the phosphate ore site. This combination of available resources should make a competitive product.

Opportunities are also available for the continued supply of technical know-how by Americans.

MISSION REPORT: ACTIVITIES

U.S. goods, machines wanted in Morocco

Businessmen offer items for export, and services to U.S. companies

By ROGER F. STECHSCHULTE

The U.S. Trade and Investment Mission arrived in Morocco on December 5 and, after calling on various Government officials, began talking with Moroccan businessmen.

At the Business Information Center set up in the Casablanca Chamber of Commerce and Industry building, 87 interviews resulted in 65 trade opportunities, 17 investment opportunities, and 6 proposals for licensing arrangements.

Because of the heavy schedule of business meetings before the Mission's closing day Dec. 10, members were able to visit only two plants, one a factory assembling trucks, tractors, and cars, and the other a tire manufacturing plant. The plant visits were especially interesting because they demonstrated how efficiently Moroccan labor can operate when properly trained.

Diverse interests

The Moroccan business community displayed interest in a wide range of activities. Interest was greatest in metalworking and general industrial machinery; textiles and textile machinery; construction, construction equipment, and mining machinery; and chemicals and chemical producing machinery. Significant interest was also evidenced in the area of providing services to U.S. companies coming into Morocco.

In metalworking and general machinery, proposals were received for importing machinery to make "twist-off" lids for glass jars, to blend additives with oil for making lubricants, to make razor blades, to process paper, and to make dry cell batteries. There were also proposals for joint ventures in a woodpressing plant and an aluminum fabricating plant.

Moroccan textile manufacturers were interested in importing threadmaking machinery, finishing machinery, spindles, and synthetic yarn; and businessmen wanted to export fiber rugs, brocade, sisal rope and twine, and high fashion dresses (kaftans) to the United States.

A variety of chemical products and equipment was wanted by the Moroccans, including raw materials for the paint, plastics, rubber, and pharmaceutical industries; equipment for making plastic tanks; pharmaceuticals, and agricultural chemicals. Manufacturers were interested in a joint venture to produce cosmetics and a licensing arrangement for producing paint for road traffic and airport signs.

Tourist ventures

Reflecting the Government's desire to increase the country's tourist facilities, a number of joint venture proposals were received for construction of hotels. Also, interest was evidenced in importing heavy construction and mining machinery such as draglines, bulldozers, front-loaders, and ore processing equipment.

Services to U.S. firms wishing to establish a business or undertake construction

projects were offered by a number of Moroccan companies. These services included feasibility studies, engineering consulting, legal advice, and representation. Although such proposals were received in other countries, there was much more interest in this field in Morocco.

The economy of Morocco is difficult to describe or categorize at this stage of its development. The visitor to Casablanca who never gets out into the countryside would think of Morocco as a completely modern country bustling with activity. Shops along Boulevard Mohammed V are filled with attractive goods from all over the world and well-dressed people appear to be buying these goods. Large and efficiently operated manufacturing plants can be visited just outside the city.

However, once the traveler gets outside the city, his impression changes quickly and radically. Farming is carried on in the traditional manner and one soon begins to believe that 80 to 90% of the population are outside the monetary economy. Yet even here, everything is not backward. The large farms in the better farming areas are mechanized and some land is irrigated. The more important cities and towns are connected by an extensive system of good roads and many of the smaller towns and villages have electricity.

Exchange position tight

The great challenge to the Government and the hope for the future economic development of the country lies in bringing the people in the rural areas into the modern economy. Until this is done the internal Moroccan market for the products of modern industry will remain quite small and unable to support a large-scale industrial sector.

Doing business in Morocco, from the point of view of the U.S. exporter, is difficult at present. This is not due to the lack of business know-how or of business facilities, but rather because the tight foreign exchange position of the country, especially the shortage of convertible foreign exchange, is making it difficult for Moroccan importers to obtain licenses for goods originating from the continental United States.

From the point of view of the U.S. investor, the situation appears to be much more encouraging. The investment code is liberal and regulations laid down in the code are adhered to. There is a sufficient supply of credit within the country. Profits and capital can be repatriated and there is an Investment Guaranty Agreement with the United States.

MISSION REPORT: TOURISM

Moroccan development plan aims to encourage foreign visitors

Tourism offers one of most promising fields for investment; many areas suitable for hotels, motels, recreation facilities

By JACK HARRIS

Morocco is the land of the kaftan, the kasbah, the ancient walled medina, and the souks (tiny streets lined with shops where treasures are found at every turn). There I found some of the friendliest people in the world and many outstanding tourist attractions. I heartily recommend that American tourists set their sights on Morocco.

Tourism is one of the most promising

Market profile—Morocco

Government: Constitutional monarchy under King Hassan II who appoints Cabinet. 1962 constitution provides for election of two-chamber Parliament which may be dissolved by King. King currently governing country under a "state of exception."

Area: 172,000 square miles—a little larger than California.

Climate: Mediterranean; mild winters, hot, dry summers. Desert climate south and east of Atlas Range.

Population: Estimated at 13.4 million in mid-1965. Labor force estimated at 4.5 million; 70% farming. High rate of unemployment in urban areas and of underemployment in agricultural sector.

Principal cities (mid-1966 est.): Casablanca, commercial center and principal port, 1,160,000; Marrakech, 262,000; Rabat, capital, 379,000; Fez, 243,000.

Income (1965): Gross national product estimated at $2,330 million; per capita GNP, about $174.

Currency: Moroccan dirham; 1DH=$0.20. Foreign exchange reserves are low ($84.6 million, end November 1965). Unfavorable balance of trade for past several years.

Agriculture: Chief products: durum wheat, bread wheat, barley, corn, pulses, oranges, olives.

Mining: Principal minerals and 1965 production (in thousands of metric tons): phosphates, 9,824; iron ore, 951; anthracite, 419; manganese, 376; crude petroleum, 103; lead, 113; zinc, 95. Minerals provide 40% of value of all exports.

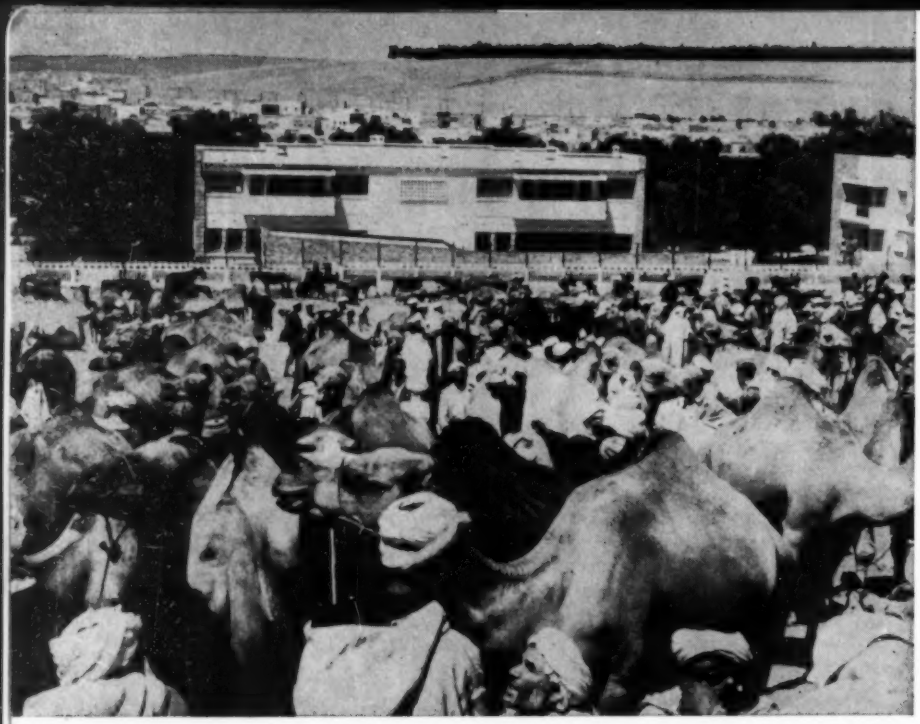
Industry: Contributes only about 13% of GNP. Of total industrial production, food processing accounts for 41%; metal working, 15%; textiles, 11%. Other industries include chemicals and pharmaceuticals, construction materials, leather, paper and paper products.

Transportation: 7,145 miles of paved roads, 1,192 miles of railways, 429 miles of electrified railways. Major international airports at Casablanca and Rabat.

Exports, 1965 (value in $ millions): 430; to France, 189; West Germany, 36; Spain, 26; U.S., 7.

Imports, 1965 (value in $ millions): 453; from France, 174; U.S., 53 (a large proportion AID-financed); Cuba, 37; West Germany, 28.

Conditions of trade: Government closely regulates imports through trade agreements, tariff policy, import licenses.



MOROCCO REMAINS AN AGRICULTURAL NATION, despite her new industries and modern buildings. The Government has given agriculture high priority in its development plans.

MISSION REPORT: FOOD

Morocco interested in processing and packaging for export

Government gives high priority to agriculture plans; irrigation necessary; equipment market seen

By NORMAN W. MERRILL

Of the three countries visited by the U.S. Mission, Morocco offers the best short-term opportunities for equipment sales or investment in food packaging and processing operations.

Interest centered predominantly on processing and packaging for exportation —primarily to Western Europe and secondarily to the United States.

The 30-day earlier harvest of the area as compared to the harvest of southern Europe provides a market advantage for that period and is utilized to the fullest, particularly for citrus.

Visits with Government officials at cabinet levels emphasize the concern over agriculture and its high priority in past, present and future plans. While it would seem that insufficient consideration is being given to food processing, it is inevitable that in the near future modernization of present equipment and improved techniques must come and could come quickly.

There is strong evidence of possible joint ventures with highly reputable people and on a basis that would be most satisfactory to the U.S. participant. The high priority of agriculture in the minds of Government officials further strengthens this consideration.

Viewing Morocco from the air disclosed a considerable difference between its farmlands and those of Tunisia and Libya. In the latter two countries, much of the soil is very sandy; but Morocco has a good deal of truly black soil which is reasonably productive in spite of the farming through the centuries. Feeding for soil deficiency and subsequent rebuilding could, however, improve productivity.

Too frequent drought in nonirrigated areas points strongly to the necessity for irrigation. Projects for dams and other improvements should offer markets for equipment for this work.

areas for investment in this beautiful and friendly land. There are numerous areas suitable for new hotels, motels, and bungalow courts.

Everywhere—from Marrakech to Agadir, to Rabat, to Casablanca, to ancient Fez—scenic attractions and possibilities for recreational facilities are seen. For example, there is a ski resort with a lift at Marrakech and two other ski areas in the Middle Atlas and Riff mountains. Swimming is a year around activity on the southern coast at Agadir.

Hilton will open a hotel in Rabat in early 1967. Another hotel in Rabat is under Ramada management and Holiday Inns is planning to start a chain.

The U.S. businessman with a sound and attractive proposition will find a warm welcome and a helping hand. He can build, own, and operate his own hotels and motels in Morocco; U.S. know-how is what he must bring. Opening a business there will require some expenditures on his part, just as it would in the United States. However, investment risk insurance is available under the U.S.-Moroccan Investment Guaranty Agreement.

Wants more visitors

An idea of the importance placed on tourism by the Moroccan Government can be gained from the 1965-67 development plan. The plan calls for increasing the number of foreign visitors to 700,000 in 1967 (as compared to 373,570 in 1964). To accommodate this projected increase, the plan envisages construction of tourist facilities for 20,000 additional beds or roughly 10,000 rooms.

Hotel and motel investment is being encouraged by such concessions as investment bonuses, customs exemption on imports for the tourist industry, other tax exemptions, and long and medium term loans at reduced interest rates. Financing and/or capital participation is available from the Caisse de Depot et de Gestion.

Opportunities also exist for developing interest in U.S. technology for low cost simplified construction of housing for low income groups. U.S. construction companies will find many more opportunities than we have been able to report.

For further details on the possibilities in construction and industry, a number of agencies can assist. AID can help with feasibility studies and information on Cooley amendment funds, and the Moroccan Bureau of Industrial Studies and Participation (BEPI) can provide a list of needed industries that the Government will help finance.

If you are thinking of doing business in Morocco it will help to know your way around through Government circles, and to obtain the services of good top-flight attorneys or competent local businessmen. Do not overlook the assistance available from the commercial and economic officers of the U.S. Embassy.

In simple terms, the business you seek may well be there, but be prepared to work hard and learn some French!

Morocco a limited outlet for U.S. goods, but proximity to Europe raises potential for investment

Country offers large pool of untrained labor, accessibility to natural resources, tax benefits and subsidies

By CHARLES M. ECKMAN

Investment by U.S. firms in Moroccan joint industrial enterprises is predicated upon the U.S. firm's finding this North African Kingdom more advantageous than the U.S. or other parts of the world. The assumption here is that the American firm facing this choice is not a corporate giant already well entrenched in foreign markets.

Morocco has 13 million people but only about 10% can be considered middle or upper class consumers by U.S. standards. The remainder have a meager or even subsistence standard of living, consuming small amounts of manufactured goods.

Since this condition pertains throughout North Africa it must be realistically assumed that the entire Maghreb, even if united as a common market, would still be a relatively small outlet for U.S.-made goods or goods by a U.S. firm in Morocco. Proximity to Europe, however, raises the potential market to one of vast proportions and tremendous competition.

Large amounts of untrained labor, proximity to certain natural resources, and investment incentives such as tax benefits and subsidies are the three primary assets available to the U.S. investor in Morocco. This excludes the equivalent of over $4 million in dirhams (Cooley funds) currently held by AID, which might be an important financial investment incentive to a U.S. firm.

Raw materials

Raw materials available in commercial quantities in Morocco include phosphates, iron ore, lead, zinc, manganese, cobalt, and asbestos in the mineral group; jute, cotton, wool, wheat, citrus fruits, olives, grapes, pulp wood, fish, hides, vegetables, and cork in the agricultural area. Because the country has no natural energy resources, fuel and energy must be imported and are relatively costly, with 97 octane gasoline costing 60¢ a gallon.

Development of the available natural resources in the manufacturing field has been underway for some time, and there doesn't appear to be much commercial advantage in constructing additional plants to compete with those already operating.

However, agriculture is developing rapidly, and food processing should grow rapidly with it. There is opportunity for many new firms with marketing talent as well as processing knowledge.

Morocco has an abundance of labor at rates which begin at about $1 per day. Some firms have achieved reasonable production levels in new industrial processes with native labor.

However, the majority of Moroccan laborers are completely untrained, to a great degree illiterate, and not remotely knowledgeable about industrial equipment.

Therefore, it becomes imperative to provide the type of first line supervision that can cope with this situation. Otherwise the low-cost labor advantage can quickly evaporate and the net labor cost of the finished product may well be much higher than in the United States.

Unions are well entrenched and capable of causing difficulty for the inexperienced industrial manager.

A tire manufacturing plant produces and sells tires in Morocco under a Government agreement that prohibits imports of competitive products.

Profits may evaporate

This type of Government-protected industry may well be quite profitable for the foreign investor during the protected term but could quickly become a loss proposition upon removal of import restrictions. British subsidiaries of Ford and Massey Ferguson are currently faced with this situation, brought about by a license agreement with Fiat which apparently overlaps their own exclusive arrangements.

This situation highlights the risk involved in the third advantage—incentives from Government. Political realities frequently weigh heavily in evaluating the worth and duration of these incentives. Investment guaranties through AID offer a measure of additional protection.

The Cooley loan approach of a U.S. manufacturer in the form of a joint venture with one or more Moroccans appears to be the most promising avenue for investment at this time. The problem appears to be that dirham resources for internal expenditures are in reasonable supply for industrial financing and Cooley funds are merely supplemental to these resources, adding nothing to a firm's ability to buy materials or equipment from foreign sources.

Cooley Loans are made from local currencies which have been used to pay for Food for Peace shipments from the United States. They are made available to U.S. businessmen wanting to establish operations in the host nation They are also loaned to local merchants for enterprises which increase sales of U.S. agricultural goods within the country.

Still, there are young and able Moroccan entrepreneurs who can be successful more quickly if affiliated with interested Americans who have a stake in their success.

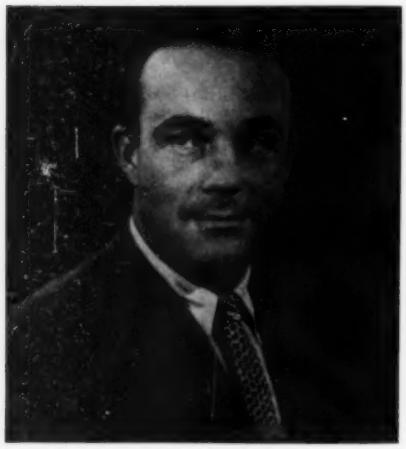
Light manufacturing of home furnishings and accessories for the burgeoning hotel and motel industry appear to offer the greatest immediate potential after food processing. Such ventures have some possibility of selling a portion of their production in Libya and Tunisia as well.

King Hassan II to visit U.S. in February

King Hassan II of Morocco plans to visit the United States for about ten days next month.

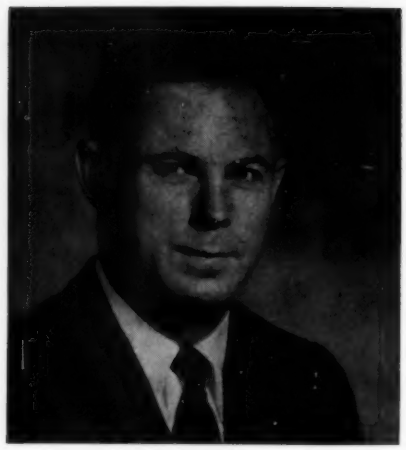
In Washington on Feb. 9 and 10, he and President Johnson will meet for a general exchange of views. The King will be accompanied by several Moroccan cabinet officials, including the Minister of Finance.

After his Washington talks, the King will proceed to New York.



TROWBRIDGE

HOLLOMON



McQUADE

Connor had trade role

Successor, Trowbridge, also handled international issues; Hollomon, McQuade named

International business, particularly as it related to the U.S. balance of payments, played a major role in John T. Connor's two-year term as U.S. Secretary of Commerce.

Now, he is being succeeded by his leading administrator in international affairs, Assistant Secretary of Commerce for Domestic and International Business Alexander B. Trowbridge.

The balance of payments was the leading item on the agenda when Mr. Connor took office on Jan. 15, 1965, and continued to demand much of his time. His statement on the economic outlook for 1967, issued earlier this month, emphasized that "the balance of payments will require our continued attention."

Secretary Connor was instrumental in drawing up the voluntary investment restraint program, which left the final decision on investing overseas to the judgment of private business.

Mr. Connor served as president of Merck & Co. for ten years before joining President Johnson's cabinet.

Mr. Trowbridge, who has been named Acting Secretary of Commerce, also came to the Department in 1965. His business career included overseas service with several U.S. petroleum companies, culminating in the presidency of the Esso Standard Oil Company of Puerto Rico.

The 1951 Princeton graduate successfully conducted the recent negotiations with the Philippines which settled a dispute over export documentation which had threatened to cripple U.S. trade with that nation.

He will be succeeded as Assistant Secretary by Lawrence C. McQuade, who has been serving as Assistant to Secretary Connor.

The President has also named J. Herbert Hollomon Acting Under Secretary of Commerce, the second ranking position in the Department. Mr. Hollomon moves up from his post as Assistant Secretary of Commerce for Science and Technology, where his duties touched on international business in several areas.

He organized the Symposium on Trade and Technology which was a highlight at the dedication of the new National Bureau of Standards headquarters last November, and played a part in international patent discussions through the U.S. Patent Office, whose work has been under his supervision.

Lebanon revises customs rates on water purifiers, beans

Recent amendments to the Lebanese tariff have reduced the customs duty on centrifugal machinery and apparatus, liquid and gas filtering and purifying apparatus intended for water purification to 1% ad valorem from a previous rate of 18%, and temporarily exempted (until April 30) lentils and beans from payment of a 36% customs duty.

Hand made paintings, pictures and drawings as well as printed or lithographic engravings continue free of duty; however, if they are imported framed, a duty of 18% of the value of the frame will be assessed.

New American Chamber of Commerce in Morocco is opened in Casablanca

The recent opening in Casablanca of the American Chamber of Commerce in Morocco, the first of its kind in Africa, illustrates that country's growing importance as a market for U.S. goods and investments.

U.S. Ambassador to Morocco Henry J. Tasca, who is also honorary chairman of the new Chamber, spoke at the ceremony, citing actions which should be taken on the three main fronts of economic relationships between the two countries: aid, trade and investment.

Moroccan Finance Minister Tahiri told the 200 people who attended the opening that it was his government's policy to encourage private investment.

Minister of Industry and Mines Ahmed Alaoui then pointed out that, while Morocco has provided a generous investment code, foreign investors in Morocco are also expected to assume certain obligations. He said quality and low prices are important considerations in a foreign investor's operations, and to assure them the Government will encourage competition, rather than monopolies.

Top service, training programs increase exports, win 'E' award for Pa. heating equipment firm

York-Shipley factory engineers visit overseas distributors, train service people in proper maintenance of machinery

York-Shipley, Inc., of York, Pa., has received the Presidential "E" award for developing international markets for its heating equipment through an effective distributor system and service training program, extensive market research, participation in mobile trade fairs, selective foreign advertising and judicious licensing arrangements. The company's percentage of exports has doubled in the past three years—from 12% to 25%.

"The aggressive international marketing program undertaken by York-Shipley has generated a sustained increase in volume of exports," reads the citation.

York-Shipley manufactures fire tube power boilers, warm air furnaces, industrial oil burners and heating boilers. They distribute fuel oil and Esso Standard Oil Co. products in the New York area under the name Shipley-Humble.

Founded in 1919, the company employs less than 500 people. They now export to 25 countries in Central and South America, Europe, Asia and Africa.

York-Shipley's personnel travel to potential market areas as well as areas where distribution is already established to obtain improved overseas distribution and servicing.

Distributors chosen

After personal overseas visits by York-Shipley officials, and proven sales during a trial period by the potential distributor, the decision is made whether to grant an exclusive distributorship. Distributors range from large established houses to one-man-office type organizations.

In countries where high tariffs make direct exports impossible, licensing arrangements have been concluded. These have increased overseas sale of parts considerably. The Pennsylvania company currently has licensed operations in France, Germany, Scotland and Chile.

"We have found that properly operated and serviced equipment sets the example for future sales," says export manager Lyle Hafeman.

Overseas distributor service people are encouraged to visit York-Shipley factories for training, and factory service engineers visit large overseas marketing areas and train distributor service people at the customers' plants, wherever possible. The distributors have shown extra effort following these visits.

York-Shipley prints literature and maintenance instructions in Spanish and German and in the metric system to help overseas customers understand the company's products.

They advertise regularly in *Industrial World* and *Reportero Industrial*, to obtain distributors and promote their products in Latin America. Recently York-Shipley has extended advertising to the African and Far Eastern editions of these publications. A shared-advertising plan for local advertising is in effect with each foreign distributor.

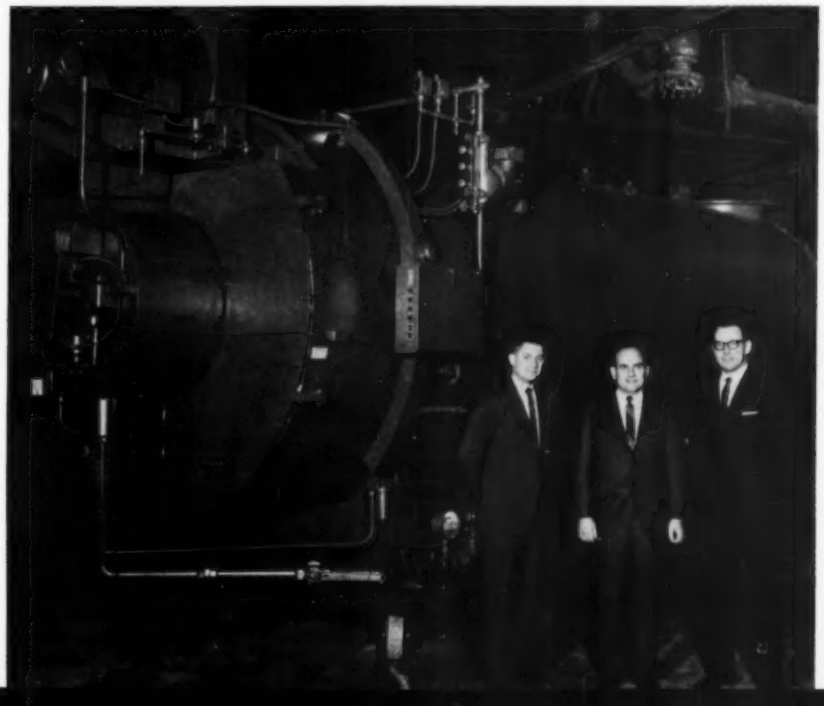
The company's first participation in the Mobile Trade Fair program was with the Air Conditioning, Heating and Building Exhibit to South America during late 1965 and early 1966. The same display is now touring West Africa and the Middle East.

The Foreign Credit Insurance Association (FCIA) has been a significant factor in increasing export sales. York-Shipley has participated in both the short- and medium-term credit plans since the FCIA was established. This has enabled the company to offer extended terms to meet European competition. Prior to the establishment of the FCIA, York-Shipley had to restrict dealings to letters of credit.

Special problems

York-Shipley's development engineering department works on special problems that occur due to the high altitudes and different electrical current in many foreign countries. For example, they have dealt with the lack of air required for combustion at high altitudes and the reduced blower capacity caused by 50 cycle current, and have corrected any resulting deficiencies in boiler output. Their European competitors already have equipment designed for 50 cycle current.

The award was presented at the Yorktown area Chamber of Commerce quarterly dinner meeting on Jan. 24. President L. H. Brenneman accepted the award from Roderick M. Gillies, executive director of the Export Expansion Councils. The following morning a flag-raising ceremony of the "E" pennant took place at the York-Shipley plant.



THEY LED SERVICE, TRAINING PROGRAMS that won "E" award for York-Shipley, Inc., of York, Pa. Sales engineer Ken Baker, president L. H. Brenneman and export manager Lyle Hafeman appear with one of their company's package steam boilers. Award ceremony was held in York on January 24.

Global imports advance at slightly higher pace

U.S. shares, however, drop off in more than half of 50 major markets

A report on the value of total imports into all of the major free world foreign markets for which current statistics are available, and the U.S. share of those markets, is published quarterly in INTERNATIONAL COMMERCE. *The preceding world market report appeared in the issue of Oct. 31, 1966.*

A tabulation on these countries is given on pages 30 and 31. Current changes in world import markets and in the U.S. share, as well as changes in reserve holdings of various countries, are discussed below.

The article was prepared by the International Trade Analysis Division of the Commerce Department's Bureau of International Commerce.

Total foreign demand for imported goods quickened a little in the first nine months of 1966, rising by 8½% over the same period in the preceding year compared with an increase of just under 8% between 1964 and 1965.

A substantial majority of the 50 major trading countries shown in the accompanying table continued to expand their imports, including those from the United States, in the past 12 months. Our share of total imports, however, was down in over half of these nations, although U.S. goods accounted for a somewhat larger proportion of several of our largest markets, such as the United Kingdom, Canand, and the Netherlands.

Gold and foreign exchange reserves of well over half the countries were higher at the end of the third quarter of last year than at the same period in 1965. Several developing Asian nations reported considerable increases; in fact, only a handful of the developing countries registered decreases of any size.

World imports keep expanding

In many of the leading world markets, imports from all sources rose last year with unusual strength. Canada, Italy, and France reported the largest increases in foreign purchases among the major industrial countries. The 18% increase in Canadian imports in the year ending last September was sparked by an estimated 22% rise in business investment and a 6% advance in industrial production. Production and consumption both expanded at a strong pace in Italy and France, resulting in a need for expanded imports of capital and consumer goods.

Japan's steady economic recovery and strong rise in industrial production pushed imports up at a rate more than three times the 4% increase of the previous year.

Turkey and Spain reported large import advances of from a fifth to a fourth over the previous year. Increased industrial output and excellent harvests in Turkey have led to rapid economic growth in recent months, stimulating demand for imports of foreign machinery, fertilizer, and transportation equipment. The Spanish economy, on the other hand, while still absorbing extensive imports, slowed somewhat in growth as a credit squeeze imposed by the government began to take effect.

Largest in developing nations

The largest relative increases recorded in imports in the past year were in certain developing countries. The Republic of Korea, Libya, and Peru all showed exceptionally large advances in foreign purchases.

The Koreans were expanding factory production at a rapid rate, and that country became an important market both for machinery and for raw materials. Libya's economy has continued to boom as a result of sharply growing petroleum output and exports. The 29% import advance in the 12 months through last September included increasing quantities of machinery, transport equipment, construction materials, and many other manufactured goods.

Rapid industrialization was developing in Peru. Heavy imports of components for automobile assembly plants, capital equipment in new factories, and road-building machinery for an active highway construction program led to an 18% increase through October 1966.

In contrast to these sharp advances, the expansion in Germany, the largest foreign importing nation, was at a much more modest rate than in the recent past. The deceleration in arrivals of foreign goods there started early in 1966, as the country's economic expansion slowed and demand for foreign goods declined. In the United Kingdom, the second largest foreign importer, the government's austerity programs to improve the adverse balance of payments continued to have a dampening effect on the inflow of merchandise for the second year.

Australia and the Republic of South Africa were the only important developed countries showing reductions in imports last year. Arrivals of foreign goods into both countries had been slowing for about a year from the exceptional rates of advance recorded in 1964 and early 1965. General sluggishness in the Australian economy and the prolonged effects of a severe drought depressed that country's overseas buying. In South Africa, tight government controls, imposed as part of an anti-inflation policy, caused imports to drop by 6% in the year ending June 1966.

The level of imports into Pakistan, one of the few developing nations to register a decline, was affected by that government's restrictions imposed as a result of hostilities in 1965 and not lifted until July 1966. In Argentina, an economic slowdown consequent to government anti-inflationary efforts caused imports to fall.

U.S. share gains vary

Rising purchases from this country were widespread among the major world importers, during the past year. In fact, a considerable number of key importers, notably Canada, Netherlands, India, and Brazil, registered increases of more than one-fifth in value. Only half a dozen countries, almost all in the developing world, recorded declines of any consequence from the previous year. Nevertheless,

although three-quarters of the 50 markets expanded their imports from the United States, American products accounted for a larger share of the total in less than half of the countries.

For biggest customer

The sharp 21% rise in imports of U.S. merchandise into Canada, our biggest customer, resulted in a small increase in share. The import advance was largely the result of increased deliveries of machinery and transport equipment. The latter included substantially greater movements of motor vehicles, parts, and engines moving under the automotive agreement for duty-free trade with Canada. Higher employment and wages also provided a favorable climate for expanded sales of U.S. consumer goods.

With the exception of the Netherlands, the EEC members expanded the proportion of goods bought from one another and from other countries rather than that from the United States. Our success in capturing a larger segment of Dutch imports was due to heavy purchases of U.S. grain, oilseeds, nonelectric machinery, aircraft, and chemicals.

All EFTA members with the exceptions of Sweden and Denmark bought a larger share of their total foreign goods in the United States than in the previous year. U.K. purchases from the United States increased at double the rate of total imports in the year ending November 1966. Modernization of British industry continued to favor capital equipment imports of which the United States is a big supplier. Our improved position in Switzerland resulted from increased purchases of U.S. wheat, machinery, scientific instruments, and photographic equipment.

Other increases

Norway, unlike its Scandinavian neighbors, shifted to this country for more of its imports, buying large quantities of machinery, grains, tobacco, and fruit. Rapid industrial expansion in the smaller Austrian market had a favorable impact on our share, as more U.S. machinery and chemicals were purchased.

Japan's imports from the United States moved upward steadily in the past year, but not as fast as total imports. Our weaker market position was attributable, in part, to diminished demand for key commodities traditionally supplied by the United States, particularly scrap iron, raw cotton, and wheat.

The U.S. market share increased in less than half the developing countries for which recent data are available, though significant gains were reported in India, Brazil, Colombia, and Israel.

India and Brazil both imported a higher proportion from the United States than previously, despite a reduction in the level of U.S. Government-financed goods moving into those markets. In Colombia, a trade liberalization program, facilitating buyers' choice of import sources, tended to favor the United States. An AID loan of $65 million in late 1965 was responsible in large degree for Colombia's ability to further relax import restrictions.

The U.S. share of Israel's imports improved as a result of heavy purchases by that country of our transport equipment, food grains, oilseeds, electric power generators, and telecommunications equipment.

The recent decrease in general business and industrial activity in Argentina had the effect of depressing our share of that nation's imports. The United States is normally the largest supplier of those commodities for which demand is most buoyant in an expanding economy—chemicals, iron and steel, machinery, electrical equipment, and motor vehicle parts.

Decline in AID

Our decreasing share of Korea's foreign purchases stemmed from the rapid decline in our aid shipments to that country. Japan, a traditional supplier, is capturing the major share of Korea's commercial market.

With AID-financed goods phasing out in Taiwan, that country's imports from the United States showed a sizable drop in the 12 months ending September 1966. Purchases advanced from other countries, with Japan, as in Korea, the major competitor. The greatest U.S. share declines have occurred in lubricating oils, fungicides, carbon black, iron and steel products, metalworking machinery, and construction equipment.

U.S. sales in Libya were down slightly last year though there was a considerable expansion in imports from other sources. The fall-off in our share was a consequence of the decreasing volume of shipments of capital goods required by U.S. oil companies, as well as of increasing inroads by British, German, and Japanese exporters.

Reserves higher in most areas

Most free-world countries had higher reserves of gold and foreign exchange at the end of the third quarter of 1966 compared with a year earlier. France recorded the greatest increase in reserves of any free-world country, over $600 million, as gold holdings rose sharply. Substantial surpluses were earned on both current and capital accounts, in spite of growth of French investment abroad. The improvement in Italian reserves of more than $400 million resulted from the fact that higher tourist earnings and emigrant remittances more than offset the country's trade deficit.

Buildup in U.K.

A build-up of U.K. dollar balances as a result of increased Bank of England swap arrangements with other financial institutions was in part responsible for the $400 million increase in British reserves. Germany's holdings were $300 million higher as exports increased strongly and slackening local demand caused the rate of import increase to fall back rapidly. The reserves of the Spanish Government were down from last year by about $250 million as that country's trade deficit widened through the third quarter of 1966.

South Africa registered a gain of well over $300 million; the government's policy of holding down imports contributed to an improvement in the trade position and the capital inflow reached substantial levels. A decline in imports and a continued inflow of capital, especially from the United States, were the principal factors in the rise of over $100 million in Australia's reserves.

Nearly all developing countries reported maintenance, or an increase, of reserves. India's holdings expanded considerably, in part due to higher prices for jute, a principal export. Better prices for another important export commodity, in this case rice, helped Thailand register a significant gain in reserves. Korea, selling heavily to U.S. armed forces in the Far East, and receiving remittances from its troops in Viet-Nam, reported a 57% increase in holdings.

In Latin America

In Latin America, Argentina expanded its reserves significantly as a result of expanded shipments of wheat, wool, and meat and a reduction in imports. The only two developing countries where reserves were notably lower than a year earlier were Venezuela and Peru. The drop in Venezuelan reserves was caused by outward transfers of foreign exchange as part of the business community's reaction to proposed tax increases. Strong import increases in the third quarter of 1966 contributed to keeping Peruvian reserves down to the sharply lower level to which they fell some months earlier.

Bureau of International Commerce

World

The 50 markets shown below accounted for 90% of 1965 imports into all free-world foreign

Value in millions of dollars

Published

Country	1965 imports			1966 imports January through latest month				Import change in latest 12 months compared with preceding 12 months		Reserves at end of third quarter	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %	1965	1966
Germany, Fed. Rep.	17,625	2,299	13.0	Nov.	16,634	2,075	12.5	+ 5	+ 2	7,364	7,672
United Kingdom	16,138	1,886	11.7	Nov.	15,281	1,839	12.0	+ 4	+ 8	2,755	3,161
France	10,345	1,088	10.5	Nov.	10,782	1,096	10.2	+15	+10	6,248	6,878
Canada	8,710	6,102	70.0	Sept.	7,232	5,232	72.3	+18	+21	3,025	2,710
Japan	8,170	2,366	29.0	Oct.	7,811	2,187	28.0	+13	+10	2,014	2,089
Netherlands	7,463	765	10.3	Nov.	7,329	831	11.3	+11	+20	2,423	2,409
Italy	7,347	989	13.5	Oct.	7,084	888	12.5	+19	+12	4,156	4,586
Belgium-Luxembourg	6,374	550	8.6	Sept.	5,166	433	8.4	+13	+12	2,327	2,294
Sweden	4,378	415	9.5	Sept.	3,365	323	9.6	+ 6	+ 4	1,039	1,054
Australia	3,748	885	23.6	Sept.	2,737	703	25.7	− 3	+(1)	1,501	1,611
Switzerland	3,707	315	8.5	Oct.	3,262	303	9.3	+ 7	+17	2,875	2,934
Spain	3,004	528	17.6	Nov.	3,276	550	16.8	+19	+17	1,523	1,276
India	2,890	1,047	36.2	Aug.	1,883	704	37.4	+ 8	+24	506	657
Denmark	2,812	240	8.6	Oct.	2,454	199	8.1	+ 6	+ 2	496	558
South Africa	2,707	510	18.8	June	1,184	217	18.3	− 6	− 5	494	815
Norway	2,206	155	7.0	Oct.	1,926	144	7.5	+ 6	+12	400	487
Austria	2,100	92	4.4	Nov.	2,131	94	4.4	+13	+20	1,339	1,327
Finland	1,646	101	6.2	Oct.	1,399	80	5.7	+ 3	− 4	284	204
Hong Kong	1,569	174	11.1	Nov.	1,612	174	10.8	+11	+10	(2)	(2)
Mexico	1,560	1,025	65.7	Oct.	1,310	840	64.1	+ 2	− 2	517	3523
Venezuela	1,453	744	51.2	May	435	...	....	− 8	(2)	790	704
Yugoslavia	1,288	190	14.8	Sept.	1,155	172	14.9	+17	− 1	140	108
Singapore	1,244	63	5.1	Sept.	986	52	5.3	+ 7	+ 6	(2)	(2)
Argentina	1,199	273	22.8	July	618	127	20.6	− 6	−17	198	260
Greece	1,134	113	9.9	Sept.	873	104	11.9	+14	+23	258	271

Note: The countries shown above include the 50 major importers of U.S. merchandise in 1965 for which current data are available. In order to present comparable statistics for all countries, import data have been adjusted from an f.o.b. to a c.i.f. valuation for the following: Australia, Canada, New Zealand, Panama, Philippines, South Africa, and Venezuela. Reserves include official holdings of gold and foreign exchange and the gold tranche position in the International Monetary Fund.

market report

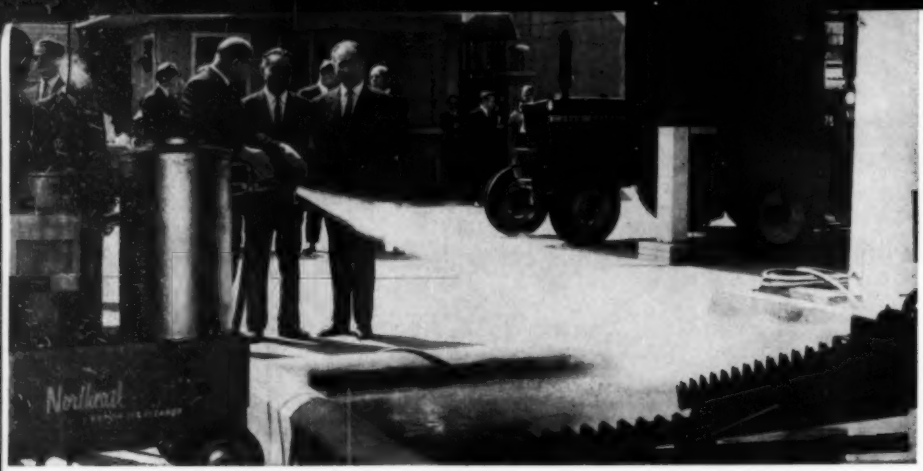
markets and 93% of imports from the United States

quarterly

Country	1965 imports			1966 imports January through latest month				Import change in latest 12 months compared with preceding 12 months		Reserves at end of third quarter	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %	1965	1966
Brazil	1,096	325	29.7	Aug.	931	373	40.1	+16	+40	424	421
New Zealand	1,055	128	12.2	Sept.	826	90	11.0	+ 7	+ 1	158	132
Pakistan	1,043	365	35.0	Oct.	709	217	30.6	−23	−32	223	224
Ireland	1,041	84	8.0	Aug.	674	60	9.0	− 2	+11	409	467
U.A.R. (Egypt)	934	189	20.2	June	538	87	16.3	+13	−26	204	[4]192
Portugal	924	75	8.1	Oct.	767	64	8.3	+13	+37	963	1,048
Philippines	895	312	34.8	Sept.	682	238	34.9	−([1])	+ 2	161	219
Iran	860	155	18.0	Aug.	610	107	17.5	+ 4	− 2	265	264
Israel	832	212	25.5	Nov.	782	208	26.6	+ 3	+ 9	624	611
Nigeria	770	93	12.0	Apr.	236	31	13.1	− 1	+25	218	215
Thailand	732	141	19.3	June	516	174	33.8	+ 4	+137	711	908
Peru	730	290	39.8	Oct.	672	264	39.3	+18	+15	188	141
Chile	604	237	39.3	May	274	108	39.4	+16	([2])	116	145
Turkey	577	162	28.1	Oct.	596	149	24.9	+24	−([1])	132	116
Taiwan	556	177	31.8	Sept.	430	118	27.4	+ 8	−11	310	345
Trinidad and Tobago	475	80	16.9	Aug.	296	42	14.2	− 3	−20	([2])	([2])
Korea, Rep.	463	182	40.5	Oct.	515	179	34.8	+42	+ 4	127	200
Colombia	453	217	47.9	July	368	183	49.7	+ 4	+11	96	96
Viet-Nam, Rep.	357	162	45.3	Apr.	120	45	37.4	+20	+13	149	281
Libya	320	55	17.1	Sept.	289	38	13.3	+29	− 1	253	384
Congo (Kinshasa)	320	76	23.6	Mar.	88	23	26.3	+10	+30	([2])	([2])
Jamaica	295	90	30.6	July	179	63	35.2	+ 4	+17	97	107
Guatemala	229	97	42.3	June	100	43	43.4	+([1])	+ 1	57	73
Panama	223	92	41.6	Mar.	58	25	43.2	+21	+24	27	[4]35
El Salvador	201	63	32.1	June	108	36	33.7	+ 6	+([1])	60	54

[1] Less than 0.5%.
[2] Not available.
[3] End of August.
[4] End of June.

Source: Official trade statistics of listed countries.
International Monetary Fund, International Financial Statistics.



DISTINGUISHED VISITOR at the show was Thailand's Minister of Agriculture, Phras Prakas Sahakorn, flanked by Center Director Charles Welbert (above left) and manager John Geyerman (above right).

JACUZZI PUMPS are demonstrated to the Thai Minister of Agriculture during the opening reception (above). Among the popular displays was a complete chicken farm with operating feeders (below).

Farm machine show boosts Thailand sales

Poultry equipment gets attention at U.S. Trade Center in Bangkok

In an effort to attract new customers in the growing Thailand market area, 23 U.S. firms representing 44 manufacturers of agricultural machinery and equipment have just completed a ten-day show of the latest in U.S. products at the Bangkok Trade Center, Jan. 16-27.

A central feature of the exhibition was U.S. poultry equipment and supplies, which were shown in support of the American poultry machinery industry's belief that Thailand will soon become the top poultry producer in Southeast Asia.

In his remarks at the opening of the show, the Royal Thai Minister of Agriculture, Phras Prakas Sahakorn, noted that Thailand is diversifying and intensifying agricultural production throughout the country, and is seeking "modern techniques, machinery, and equipment . . . to replace the old, simple and low efficiency equipment in existence."

The majority of the equipment on display at the Trade Center was set up to be demonstrated in actual operation. One of the most popular exhibits was a complete, operating chicken ranch set up in miniature, with automatic feeders, feed cleaners, waterers, and brooders in use.

Among the products shown at the exhibition were pumps and irrigation systems, grain moisture testers, corn shellers, chain saws, and drills for fertilizer pellets. Also on display were pharmaceuticals for animal husbandry.

Thailand is primarily a producer and exporter of agricultural products, and most of the country's expenditures are for capital goods. In 1965, Thailand's total imports amounted to some $732 million, with the U.S. share at about 19 percent of the total, up 3% from the 1964 standing.

Five of the U.S. firms exhibiting in the show were seeking agents in the Thai market.

Three special demonstration-seminars were planned during the duration of the show to attract buyers and potential agents to the Center. The first was for university students of the Thai Agricultural College, the second for farm leaders from all over Thailand, and the last for business firms dealing in farm equipment. More than 5,000 invitations were issued to the events during the exhibition.

Milan show will aim to expand Italian sales of U.S. liquefied petroleum gas equipment

Trade Center exhibition in May will stress increasing consumer demand, needs of steel, automotive, textiles, chemicals, and other industries

The first U.S. export promotion show designed to help American makers of LP gas-utilization equipment find customers in Italy's expanding industrial and consumer markets will be held May 12-18 at the U.S. Trade Center in Milan.

Industrial production in Italy is at an alltime high. Almost every industry—automotive, steel, chemicals, textiles, power—has stepped up production, stimulating the demand for LP gas-utilization equipment.

The Italian consumer, with his increasing income and shorter work week, is in the market for goods that contribute to a more comfortable way of life, such as space heaters, kitchen ranges and water heaters.

Italy used some 1.1 million tons of liquefied petroleum gas in 1965—more than any other country in Europe except France—and consumption is growing by 10 percent a year.

Market development

The Milan show is expected to attract buyers from all parts of Italy and from neighboring countries. A market development program now is in progress to tell this special audience about the U.S. products that will be on display. An agency-finding service for exhibitors new to market and new to export also is in operation.

A survey of the Italian market shows promising prospects for increased sales of U.S. liquefied-gas equipment and appliances that feature safe and easy handling. The survey points out that the market for domestic appliances is the most developed, but that there are good trade opportunities for a wide range of other products for Italy's 8 million consumers of LP gas. Consumption of LP gas increased from 296,474 tons in 1956 to 712,591 tons in 1961 and climbed to more than 1.1 million tons in 1965.

Italy's large shipbuilding, ceramics and soap industries are heavy users of LP gas. The state-owned railroad systems use LP gas for metal cutting and processing. Large government-controlled steel holding companies utilize LP gas equipment to remove scale from cast-iron ingots.

U.S. tobacco curing equipment should find a ready market in Italy as well as any agricultural equipment that can improve farm production, as much of the Italian food supply is imported.

There is a demand for LP gas regulators, valves, storage tank accessories, soldering torches, pumps and transfer equipment. Italy imports 80 percent of its LP gas pumps from the United States. Incinerators for hotel tourist facilities and private homes should also sell well in Italy.

The market for gas carburetion equipment is especially good. Milan and other large cities may convert their bus systems to LP gas because of recent anti-smog regulations.

Sales potentials are favorable for space, wall and direct vent heaters; gas-fired barbecue grills, portable stoves and gas lights; control components for heaters; small heating equipment, clothes dryers and portable refrigerators; disposable cylinders, industrial infrared heaters, LP gas flood lights, quick-disconnect couplings and gas regulating equipment.

The United States is Italy's only supplier of LP gas-utilization equipment. U.S. firms interested in boosting their share of the Italian market by taking part in the Milan show may obtain additional information from the Bureau of International Commerce (code 934), U.S. Department of Commerce, Washington, D.C. 20230 (phone Area Code 202—WOrth 7-2527), or from any of the Department's 42 Field Offices.

The U.S. commercial exhibitions program of the Commerce Department has proved profitable for American industrial gas equipment makers. For example, 38 U.S. exhibitors in the Royal Netherlands Industries Fair held in Utrecht in March 1965 already have shared in more than $569,000 worth of new business in Western Europe. Nine exhibitors seeking agents at the show signed up 15 agents to represent them on a long-term basis.

DATE CHANGE

The Abidjan, Ivory Coast International Air Show, originally scheduled for March 27-April 2, will now be held Jan. 30-Feb. 5. The change was necessitated by meteorological conditions, according to the show management.

Embassy in Ethiopia opens sample display of new U.S. products

The American Embassy in Addis Ababa has inaugurated a limited sample display service to assist U.S. exporters in finding agents or distributors in Ethiopia.

U.S. merchandise and descriptive sales literature will be displayed in the Embassy's Business Information Center, which has a street-level display window and exhibit area located in one of the city's commercial districts.

Interested American firms are advised to communicate with the Commercial Officer, American Embassy, APO New York 09319. If a product is considered suitable both for display and for promotion in the Ethiopian market, the Commercial Officer will forward display agreements and further instructions to the U.S. company.

The Embassy feels that American manufacturers are not fully exploiting the growing market in Ethiopia for many items, most of which are competitive with European suppliers, and that a more aggressive sales program by U.S. manufacturers would result in a greater U.S. share of the market.

Most successful products

Fastest growing U.S. exports to Ethiopia in recent years include agricultural machinery, telecommunications equipment, and miscellaneous machinery (including office machinery and special industry machinery). Ethiopia's consumption has risen faster than have U.S. exports in the latter two categories, however, leaving America with a declining share of the market. Other fields in which American exports have not kept up with market growth rates include: motor vehicles, iron and steel, electrical machinery and switch gear, printed matter, and articles of paper, pulp and board.

Other items which show promise for U.S. exports are clothing and accessories, handbags and luggage, textile piece goods, canned food and fruit juices, and pharmaceutical products.

An overall description of the Ethiopian economic picture was given in the Oct. 10, 1966, issue of INTERNATIONAL COMMERCE. For reprints of this article **write:** Africa Division, Bureau of International Commerce (Code 884), U.S. Department of Commerce, Washington, D.C. 20230.

Worldwide Business Outlook pages 34-37

CURRENT BUSINESS DEVELOPMENTS IN BRIEF: The General Cigar Company Inc., of N.Y., has formed a subsidiary jointly with Reemtsma Zigarettenfabriken GmbH., of Hamburg, the largest cigarette manufacturer in **Germany,** and Arnold Andre Zigarrenfabrik GmbH., cigar manufacturer of Buende. The new firm, Tiparillo GmbH., Hamburg, will produce and import cigars and snuff for sale in Germany and the Benelux countries. Production will begin in Berlin this year. . . . Netherlands imports for the first ten months of 1966 reached $6,656 million, a 10% increase over the similar 1965 period. Imports from the U.S. totaled $761 million, 21.8% above January-October 1965, bringing the U.S. share of the Dutch import market to 11.4% compared to 10.3% in 1965. . . . A thermal power station at Mari in West **Pakistan** has ordered a 200,000 kw. generator from the Soviet Union and two electric generators of 100,000 kw. each from Czechoslovakia. The power station, operated by the West Pakistan Water and Power Development Authority, will use local natural gas as a fuel. . . . The Government has again revised upward its projections for steel consumption in **Spain,** the fourth such revision in the last three years. Consumption for 1968 is now forecast at 8.4 million short tons, with 11.7 million tons for 1972. Spain's goal of self-sufficiency in steel is unlikely to be achieved by 1972, the former target date. Consumption in 1965 was 5.9 million short tons. In that year, Spain imported over 200,000 tons of U.S. iron and steel worth $17.5 million, which amounted to approximately 8% of the total Spanish imports of these commodities.

IN MALAYSIA

Facade solidly backed

Visitors first impressions of progress are confirmed by rapidly growing economy

By CORNELIS GOINGA

Commercial Attache, U.S. Embassy, Kuala Lumpur

It is often said that the first impression is a lasting one.

This saying certainly applies to businessmen arriving in Kuala Lumpur on one of the many international airlines serving Malaysia.

First the visitor sees the spectacular new airport building at Subang. Then he travels by first class road through neat rubber estates, past tin dredges, through Petaling Jaya—Malaysia's principal industrial area—with its combination of modern factories, comfortable homes and fine public buildings, and on into Kuala Lumpur.

By the time he arrives at his modern and comfortable hotel, the visitor is already convinced that he is in an up and coming country, with a sound and carefully planned economy and relatively high standard of living.

This first, favorable impression becomes stronger to the visiting businessman throughout his stay in Malaysia as he explores the opportunities in this relatively prosperous country.

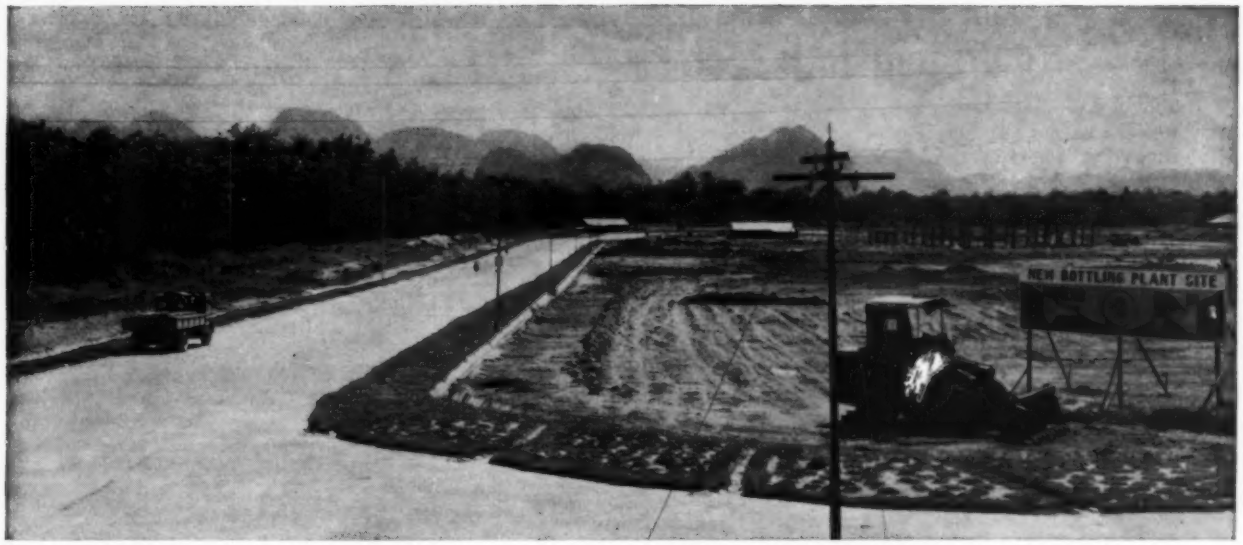
GROWING SALES OPPORTUNITIES for U.S. road building equipment have been reported by businessmen and trade groups returning from Malaysia. Below, a street widening project in Kuala Lumpur.

Agricultural economy

Malaysia is essentially an agricultural country and will undoubtedly remain so. Therefore the greatest development effort is being expended on agriculture, and overall progress will be keyed to expansion in this sector. However, new economic activities are needed to sustain the growth of Malaysia's economy. The task ahead will be to promote traditional and new exports.

Although the principle of free enterprise is carefully adhered to, the Malaysian Government takes a definite hand in shaping the progress of the country's industry.

Malaysia is now considered one of the



MALAYSIA'S INDUSTRIAL ESTATES offer good roads and modern communication facilities to prospective investors. Many firms can also qualify for tax benefits.

most attractive countries for private investment in Southeast Asia. Its industrial development program is directed towards diversification of the country's economy, and the government provides many incentives and facilities for industrial development.

These include tariff protection to local industries, permission to repatriate capital and earnings abroad, guarantee of foreign investment against expropriation, duty exemption for imported industrial machinery and raw materials, development of industrial sites, and provision of basic facilities for industry, introduction of measures against dumping, and company tax exemptions for from two to five years.

The Ministry of Commerce and Industry is reviewing the industry incentives program with the thought of increasing incentives for investments in the less developed areas of Malaysia, and in selected industries offering the fastest growth potential.

The various investment incentives offered have attracted foreign investment from 18 different countries.

The Malaysian Government has granted pioneer tax exemption certificates to 140 companies in Malaysia, out of which 117 are located in Western Malaysia and 23 in Eastern Malaysia (11 in Sabah and 12 in Sarawak). To date approximately 39% of the paid-up capital of the pioneer companies has been subscribed by local investors.

The government prefers that local capital and management participate on a joint-venture basis with foreign firms.

This can be accomplished either by entering into partnership with Malaysian businessmen or an existing local firm, or offering 50% of the shares for sale to the public.

The healthy state of the local capital market is continually illustrated by heavy over-subscription.

Two recent typical examples are the sale of public shares of the Matsushita Electric Co. (Malaysia) Ltd., a Japanese investment which was oversubscribed by more than 15 times, while an offer and sale of shares by the United Asbestos Cement Co. in Malaysia was oversubscribed 18 times.

Money is available

Considering that bidders must back up their applications with banker's drafts, money orders or cashier's orders, this presents proof that Malaysian money is available for local investment.

As a result of establishing joint ventures with foreign firms, Malaysian business is acquiring technical and managerial know-how. The government feels that the knowledge gained in this manner far outweighs the loss of profits repatriated abroad.

Actually, it has been found that a large percentage of the earnings are being ploughed back into the enterprises for expansion and research.

Experience has proved that the government's foreign investment policy is sound and it has paid off well. An impressive network of light and medium-sized industries manufactures a range of products, including chemicals; pharmaceuticals; foodstuffs and beverages; petroleum products; textiles and rubber goods; paper, leather and plastic products; as well as metal and electrical goods.

There is talk of more timber products factories in the State of Pahang and twelve more factories to be built in the Mak Mandin Industrial Estate—one of the eleven industrial areas being developed in Western Malaysia.

New low-cost housing projects are planned throughout the country, and discussions on the establishment of a number of foreign automobile assembly plants are now reaching the final stages.

A new Malaysian-Japanese iron mining industrial joint venture is expected to begin operations early this year. Plans for a proposed ammunition factory are being realized; the first Malaysian flour mill was recently opened near Lumut in the State of Perak; and a new kapok processing center, which will pave the way for a new industry in the country, is nearing completion.

The first Malaysian-made radios are expected to be produced by the end of the year in conjunction with a Japanese firm, while Lambretta scooters will be assembled in the State of Johore as a Malaysian-Italian joint venture.

The country's first steel mill is scheduled to go into production in April as a Malaysian-Japanese joint project; two Hong Kong firms are setting up a factory for the production of electrical appliances; while the first fiberglass factory has begun production as a joint Malaysian-British enterprise

To spearhead the nation's industrial development program, the government

Invitation to investors

I hope you will convey to the business community of your country the huge investment opportunities there are in Malaysia, and how welcome they will be to set up joint venture factories here. As you are aware, it is this Government's policy to leave industrialization completely in the hands of private enterprise.

I can do no better than quote from William A. Beattie's article in the September 1966 issue of Pacific Commerce: "From the point of view of the businessman, three points stand out clearly in the developing nation of Malaysia: a currency stable since 1906, a civil service which is efficient and honest, and a democratic government not only modeled on that of Britain but closely following its traditions."

We are proud of these basic elements, and we intend to preserve them to ensure political and economic stability.

Should some of your businessmen still have doubts about the safety of investments here, you might inform them of the Investment Guarantee Agreement which our two governments have signed. In addition, we are also signatories of the World Bank Convention for the settlement of investment disputes between private investors and governments.

As incentives to industrialization, the Government of Malaysia has provided:

- Suitably sited industrial estates serviced with good roads, railways, water, electricity and telecommunications;
- Tariff protection and export incentives for locally-made goods;
- Tax holidays for approved industries, varying from two to five years depending upon the size of the capital invested, and
- Industrial development financing through the Malaysian Industrial Development Finance, Ltd. in which the International Finance Corp. has a share.

We are very happy that entrepreneurs from 18 different countries have invested in Malaysia under our industrial development program. More investments from the USA are indeed welcome.

—Excerpts from letter to Commercial Attache Goinga from Malaysia's Minister for Commerce and Industry, Dr. Lim Swee Aun.

will shortly establish a Federal Industrial Development Authority to undertake industrial feasibility studies and to carry out industrial promotion work at home and abroad.

A Trade Commissioner service was recently inaugurated, and the first six officers have been assigned to Malaysia's principal trading partners. One of the officers has been stationed in New York City, where the establishment of a Malaysian Trade and Investment Office is contemplated. Fifteen more will be recruited in the future.

The Malaysian Government sent its first trade mission to the Soviet Union, and the Minister of Commerce and Industry personally toured Europe for one month, encouraging foreign investment in Malaysia and promoting increased trade with Western Europe.

Under the First Malaysian Development Plan (1966-70) the manufacturing sector is expected to make significant contributions to the country's economy. A Standards Institute has been set up to prescribe standards for locally manufactured products and to advise local industries on standardization and quality control. With the formal ending of the Indonesian confrontation, the Malaysian Government announced that it would now concentrate its efforts on economic improvement of the country.

Intensive foreign interest in the Malaysian market is borne out by the many trade missions visiting from Italy, Great Britain, Japan, Netherlands, France, Indonesia, Korea, New Zealand, the United States, and other countries, which are visiting Malaysia in a steady stream.

More and more U.S. traders, banking representatives, consulting engineers, and technicians are now including Malaysia in their tours through the Far East.

The Department of Commerce has sponsored three official trade missions to this area since 1961; U.S. private and local trade groups are visiting Malaysia more frequently, and the first U.S. state mission (Michigan), which visited Malayia last fall, was greatly impressed with the many opportunities in this country.

The States of Arizona and Nebraska are proposing Industry-organized Government-approved Trade Missions to East Asia and are including Malaysia on their schedule.

Despite their increasing interest, American firms often appear unnecessarily cautious in finalizing their investment plans, and are losing excellent opportunities to more eager countries, especially Japan.

With the even more favorable conditions prevailing in this country due to the end of Indonesian confrontation and the necessary adjustment made after the separation of Singapore more than one year ago, American interest in the Malaysian market and investment proposals should gain increasing momentum.

During 1966 the United States maintained her position as the number one buyer of West Malaysia's primary commodities and other goods, which it established in 1965 by displacing Japan. For all of Malaysia, Japan will probably pass the United States, in view of its extensive purchase of East Malaysian timber.

Enthusiastic reports

U.S. trade missions and visiting American businessmen have enthusiastically reported on the opportunities in Malaysia for U.S. exports and joint venture participation. An expanding opportunity exists in Malaysia for the sale of U.S. industrial and agricultural machinery and equipment, road-building and earth-moving equipment, and a large variety of consumer goods.

American products are actually no more expensive than those of our competitors when quality and length of life are considered.

Strong Japanese and European competition often underbids U.S. products—an aggressive selling campaign is needed. However, there is no reason why U.S. businessmen could not do as good a selling job in Malaysia as their foreign competitors.

The most important single element in Malaysian development for years to come will be the opening up of new land for agriculture. This is a complicated undertaking involving land tenure, soil fertility, settler selection and welfare, rural credit, marketing methods, education, mechanical and other services.

The greatest of these projects at the moment is the proposed Jengka Triangle in the State of Pahang, where 150,000 acres of untouched forest will be cleared to make farms for 12,000 families. It will be one of the largest single land schemes in the world.

An American technical services company has been preparing a master plan for Jengka and expects to submit its final report shortly. The first few months of 1967 should produce some action on the project.

On the labor front, there will be some 460,000 potential workers added to the labor force during the period 1966-70, which is expected to rise to about 3.7 million by 1970. There is more than enough electricity for power now, and the First Malaysian Plan provides M$545 million (US$181 million) for power development.

Malaysia has good roads, railways, and efficient telecommunications services and abundant water supply. The country is rich in natural resources and can provide everything needed to make factories run efficiently and economically.

One of Malaysia's greatest assets is a hard-working people who are determined to catch up with the developed countries. It is because of this drive and initiative of local entrepreneurs that the country has been able to achieve such a satisfactory rate of industrial growth.

Industrial development is still a relatively new feature of the economy and there is still plenty of room for manufacturing industries to be established.

New natural gas discovery will boost French output

The Saint Faust natural gas deposit located in the vicinity of the Lacq field in southwestern France will be exploited soon, according to the Société Nationale de Pétroles d'Aquitaine (SNPA), which discovered the new deposit last Sept. 26.

Saint Faust will be the first major natural gas exploitation in France since the Lacq field was discovered in 1951. Its annual output will amount to about one fourth of SNPA's 1965 total natural gas production of 268 billion cubic feet. The latter represents about 96% of the entire French natural gas output.

SNPA indicates that, due to proximity of Saint Faust to Lacq, the gas from the new source will be treated in the latter location where new facilities will be added to the existing ones at a cost of about $36 million. The new facilities will initially process 88 million cubic feet a day of Saint Faust gas, but their capacity will be rapidly doubled to handle an estimated Saint Faust daily flow of 177 million cubic feet.

SNPA gave no indication when the Meillon gas field discovered in May 1965 might be exploited. Exploration and feasibility studies are continuing.

Newly planned industrial projects should boost U.S. sales to Kuwait

Government alone is scheduled to begin $700 million worth of development works during next fiscal year

There should be a major upswing in Kuwait's development activity in the fiscal year beginning April 1.

Government-financed projects totaling almost $700 million are proposed for implementation during the year. Many are sufficiently extensive, however, that work will continue over a five-year period. Direct, new Government investment in 1966/67 should attain a level of approximately $150 million.

In addition to the public projects, mixed government/private companies are planning significant expansion, and the establishment of new industrial enterprises.

Private businessmen, meanwhile are also likely to undertake a number of improvement and expansion projects.

Among the highest priority government projects—because they are essential to other industrial expansion—are those involving electricity and water. Major works in this category planned by the Ministry of Electricity and Water include a thermal power station ($64 million), electricity networks and substations ($56 million), well-drilling and expansion ($49 million), water distribution network ($59 million), and a gas distribution network ($34 million).

The Ministry of Construction has proposed a road building program ($77 million) and is considering some major building construction.

The Ministry of Post, Telephones and Telegraph is planning a number of projects including telephone system expansion, additional radio facilities and a satellite earth station (total estimate: $87 million).

The Ministry of Guidance and Information plans construction of a new radio and television center ($11 million) and expansion of the government press ($6.2 million).

The Ministry of Health wishes to build three new hospitals ($38 million) as well as a pharmaceutical plant ($41 million) and a blanket factory.

A new airport terminal is to be constructed ($5.6 million), while the Customs and Port Organization has scheduled an expansion of Shuaikh port.

It should be noted, however, that because of the heavy investment required and relatively advanced technology involved, the expansion of the communications and transportation facilities described above will probably be spread over at least a five-year period.

A number of new plants under mixed government/private ownership are under consideration. They include factories for the production of cement, glass products, soap, batteries, cotton textiles, paint, shoes and polyvinyl chloride and extruded plastics, as well as assembly plants for air conditioners and radios.

In addition, the Kuwait Transportation Company expects to purchase new city buses ($1.4 million); the Kuwait Maritime Transport Co. plans to acquire a 10-12,000 ton ship ($16.8 million), the Kuwait Petrochemical Industries is considering a liquid ammonia and methonal plant; the Kuwait Asbestos Pipe Co. expects to expand its plant, and the Kuwait Flour Mills Co. anticipates building a bakery ($4.2 million).

The new industrial enterprises under consideration in the mixed sector are eligible to obtain Government support through the National Industries Co.

Private projects include construction of an offshore oil loading terminal ($12.6 million) and port improvement ($2.1 million), for the Kuwait Oil Co., expansion of the Kuwait Metal Pipe Co. ($2.8 million) and inaugurating a drilling chemicals plant by Magcobar, Kuwait.

Indian state stresses development of power

Using the resources of India's extensive Kothagudem coal belt in Andhra Pradesh State, a thermal power station at Kothagudem will, under proposed plans, reach a generating capacity of one million kilowatts by 1975.

Andhra Pradesh still lags behind the rest of India in per capita consumption of electric energy, which in that state is only 30 kwh., while the Indian average is about 70 kwh.

Yugoslavia's foreign exchange law frees imports of consumer goods, semi-manufactures, raw materials

Certain categories of goods still on restrictive list designated in lists available from Commerce Department

Yugoslavia has liberalized about 50% (by value) of its imports under its new Law on Foreign Exchange which became effective on Jan. 1. Yugoslav imports in 1967 are expected to run from $1.6 to 1.7 billion, of which $825 to $850 million will be liberalized.

In the past, Yugoslav legislation has always stated, in effect, that imports are restricted unless cited in a specific free list. The new law provides that imports are free unless specifically placed in a restricted category. To purchase freely importable goods, a Yugoslav enterprise need only deposit the equivalent amount of dinars at its bank, and instruct the bank to pay the foreign supplier in foreign exchange.

Some 60% of Yugoslavia's imports of raw materials have now been freed, 40% of its imports of semi-manufactures, and 20% of its imports of consumer goods. Among the items freed are: leathers and footwear, fruit juices, stationery and paper products, wood products, prepared and canned foodstuffs, electricity and some electrical equipment and appliance components, metals and minerals, most building materials, and signalling equipment.

Restricted categories

There are five restricted categories: Conditionally free (LBO); global exchange quota (GDK); goods contingent (RK); foreign exchange contingent (DK); permit required (D).

A single list has been published in which the initials used above, plus the initials (LB), for freely importable goods, designate the category in which each item falls. Over 4,000 items are on this list; for information on specific items, **write:** European Division, OIRE/BIC, Department of Commerce, Washington, D.C. 20230.

Conditionally free (LBO): The initial amount of foreign exchange available to the enterprises for purchases of goods in this category is set by a formula based on past imports. The enterprises allocate the supply of foreign exchange among themselves, through organizations within the Federal Chamber of the Economy. The enterprises must contract with their banks for their share. This initial amount of foreign exchange is tied to purchases from specific sources, chiefly Yugoslavia's bilateral trading partners.

After the enterprises have used up the foreign exchange contracted for, they may purchase any additional quantities of goods on this list in the same way as for free imports. Conditionally free goods include spices, acetone, ceramic insulators, chemicals, salts, minerals, eyeglasses, and optical equipment components.

Global exchange quota (GDK): The amount of foreign exchange available for purchases of goods in this category is set by a formula based on past imports. The enterprises, through organizations within the Federal Chamber of the Economy, allocate the supply of foreign exchange among themselves. Special allocations by the Federal Executive Council may also be made for the import of capital goods.

In the case of consumer goods, a fixed quota has been set ($35 million in 1967). Imports of consumer goods outside this quota from Yugoslavia's bilateral payments partners will be allowed, according to the commodity lists of each bilateral agreement.

This is the most extensive quota and covers most electrical equipment, medical apparatus, railroad cars and much transport equipment, false teeth, hearing aids, and most foodstuffs.

Goods contingent (RK): Commodities in this category may be imported annually up to specific maximum quantities set by special regulations of the Federal Executive Council. For example, only a certain limited quantity of cigars and cigarettes may be imported. Some other commodities within this category are rock salt and sea salt, coke, rye, wheat, potatoes, rice, hops, and asbestos.

Foreign exchange contingent (DK): Commodities in this category may be imported up to a value fixed by special regulations of the Federal Executive Council. It is estimated that imports,

MORE U.S. CONSUMER GOODS will be imported by Yugoslavia under its new Law on Foreign Exchange. This shipment of an American product is being unloaded at the Port of Koper on the Adriatic Sea.

excluding wheat imports, under this procedure, together with imports under the Goods Contingent, will amount to only 1% of Yugoslavia's total imports.

Permit required (D): This group applies to imports and exports. The permits are granted by the Federal Secretariat for Forign Trade or by the State Secretariat for National Defense in the case of armaments. Granting of a permit does not include an allocation of foreign exchange.

Exchange allocated under the Global Exchange quota must be used. Before proceeding with purchase negotiations with foreigners, enterprises are obliged to prepare and submit their request for permits to the federal administrative organ concerned with the sector of the economy in which the commodity belongs.

Items requiring permits include cocaine and morphine, cigarette paper, nitrobenzine, explosives, rockets, and military aircraft.

Foreign exchange features

The features of the new legislation and implementing resolutions relating to foreign exchange are:

- Termination of the export-in-order-to-import contracts.
- An increase in retention quotas for foreign exchange, allowing enterprises to retain a higher portion of their export earnings.
- An increase in depreciation allowances, raising the amount of convertible currency permitted to an enterprise for purchases abroad for replacement or modernization purposes.

Export-in-order-to-import contracts previously had been the chief method of exchange restriction. Under the new law, only enterprises in the shipbuilding, electric, textile, and food industries will be obliged to sign such contracts, and then only for goods on the global quota and foreign exchange contingent lists.

Enterprises are expected to have a total of $260 million in convertible currencies at their disposal in 1967, compared with an estimated $88 million in 1960. Of this increased amount $120 million is accounted for by changes in the retention quotas. The minimum retention quota will be raised to 7%. Enterprises exporting specified products will be allowed to keep a higher portion of their export earnings: pharmaceutical products, 10%; road motor vehicles and tractors, 12%; and catering services, 20%.

A special group of enterprises will have fixed, high retention quotas, as for example, international fairs, 20%; representation of foreign firms, philately, and advertising, 50%; hotels, 40%; tourist services and hunting, 60%; enterprises exporting films, books, periodicals and musical notes, and enterprises carrying out construction projects abroad, 100%. Certain foreign exchange costs for the promotion of trade (foreign travel, etc.) will no longer have to be drawn from the retention quotas, thus leaving a greater amount of foreign exchange to the firm.

A Yugoslav enterprise may use its retained foreign exchange without restriction, except for imports on the Contingent Lists in excess of the quotas set in those lists.

The increase in depreciation allowances, raising the amount of convertible currency an enterprise is permitted for purchases abroad of replacement parts or for modernization of plant, will average 5% to 10%. In 1967, this provision will give enterprises an estimated $50 million.

Special export incentive

A special export incentive program has been worked out that will give enterprises an additional $90 million. Depending on the proportion of an individual enterprise's export earnings to its total earnings, the percentage of foreign exchange it is allowed to retain may be increased up to twice as much as the basic rate.

Share of exports in total receipts up to 20% will have a retention quota of 7% (basic rate); 21-30%, 8.40%; 31-40%, 9.80%; 41-50%, 11.20%; 51-60%, 12.60%; over 60%, 14%.

Those enterprises which have a basic retention rate higher than 7% will have their quota increased at the same rate, depending on the export share of the firm's receipts.

To provide an additional incentive, retention quotas will be increased if there are substantial increases in exports. If exports are increased by more than 25%, the basic rate will be 50% higher, e.g., instead of 7%, it will be 10.5%. Enterprises collecting payments in dinars which have the character of foreign exchange incomes (shipping, hotels, etc.), will have this dinar amount included in the calculations fixing the retention quota.

Article 46 of the new law, permitting the transfer abroad, in foreign exchange, of profits and capital from joint domestic and foreign business ventures in Yugoslavia, is a basic first step to provide a legal foundation for foreign investment.

The permissible forms of foreign investment will not include equity in the western legal sense of the term, although the foreign parties will be able to obtain a share, either in money or production, of a joint venture's profit along lines similar to a common stock holding.

In the case of an enterprise wishing to export, to countries with which Yugoslavia has bilateral clearing agreements, items in addition to those specified in the agreements, consent to export may be made conditional upon the enterprise undertaking to import from the clearing countries a specific quantity of other goods, or to export a specific quantity of goods to other countries. This consent is transferable, and firms may work out joint arrangements to obtain consent.

Holders of OBR 65-49 "Foreign Trade Regulations of Yugoslavia" may wish to note the above as amending the information it contains.

Ireland to assist small industries

The Irish Minister for Industry and Commerce recently announced the Government's plans for a coordinated program of assistance to small-scale and craft production industries. Integrated services will be offered in management, finance, design and marketing. Initiative to assist these industries must come from the various local organizations, however, such as the County Economic Development Councils.

The joint effort to modernize these small Irish industries is being made to insure their survival against increasing competition from the U.K. and the expected competition that will stem from Ireland's eventual membership in the Common Market.

Potentialities of the small industries will be explored and developed in an 18-month pilot scheme scheduled to start early this year in these three selected areas: Carlo-Kilkenny, Limerick-Clare and Leitrim-Roscommon-Sligo. Concentration will be mainly on firms with less than 30 employees.

Indonesia reverses investment policy; invites foreign capital

Signs investment guaranty pact with U.S.; passes investment law; foreign holdings taken over during confrontation to be returned

In a reversal of the government's previous attitude toward foreign capital, the new leadership of Indonesia is making major changes which will improve substantially the foreign investment climate. These include an investment guaranty agreement with the United States; an instruction to return foreign enterprises taken over during the confrontation with Malaysia to their former owners; and a new, favorable foreign investment law.

In addition, on Dec. 30, the government rescinded its order of March 1965 which placed the foreign oil companies under its supervisory control.

This action affects the U.S. oil companies with major investments in Indonesia which were able to continue operating despite this control. Shell Oil Company sold its assets to the Indonesian Government for $110 million on Dec. 30, 1965.

U.S. guaranty

The bilateral investment guaranty agreement signed in Djakarta on Jan. 7 will enable the U.S. Government to issue specific risk guaranties against inconvertibility, loss due to expropriation, and loss due to war, revolution or insurrection, and also extended risk guaranties to U.S. firms making new investments in Indonesia.

This agreement is similar to the investment guaranty agreements concluded between the U.S. Government and more than 75 developing countries.

A number of U.S. firms have already made application under the new agreement.

The Presidium Cabinet Instruction of Dec. 12, authorizing the return of foreign enterprises taken over during the Malaysian confrontation to their former owners, will pave the way for the resumption of their previous operations in Indonesia.

While the government has decided in principle to return foreign properties, each owner must make application to the government and negotiate the terms of the turnover.

The decision on terms will be made on a case-by-case basis. The Indonesian Government may wish to retain certain advantages accruing from the takeovers, such as the employment of Indonesians at the management level.

If the foreign firm does not wish to return to Indonesia and monetary compensation is involved, the government will want to keep it to a minimum because of its financial difficulties.

An Interdepartmental Committee for the Settlement of Foreign Property Matters has been set up in Djakarta to negotiate with representatives of firms whose assets were taken over.

While the foreign investment law approved by Parliament on Dec. 24 will not become final until it is signed by President Sukarno, no difficulty or change is anticipated.

Venture possibilities

The law permits direct foreign investment in all fields except defense industries. However, in fields vital to the public welfare, such as transportation, telecommunications, and electricity, the law specifies that foreign capital may not exercise "full control." This provision opens the possibility of some form of joint venture in such industries.

The government may, however, designate certain fields closed to foreign capital, establish priorities in accordance with its development plans, and cite conditions to be met, on a case-by-case basis.

The bill provides for the repatriation of capital and profits and contains liberal tax incentives. These include exemption for a maximum of five years from the corporation tax and the dividend tax levied on profits paid to shareholders, from import duties on equipment needed for the enterprise, and from the stamp tax on the movement of capital originating from the enterprise. Various abatements through reduction of the corporation tax for an additional period and through accelerated depreciation of assets are also provided.

While enterprises operated wholly or partly in Indonesia as independent business units must be domiciled in Indonesia and take the form of an Indonesian legal entity, the government will determine whether a particular business is operated largely in Indonesia as an independent business unit. This opens the possibility for accommodation of potential investors who might be adversely affected by tax laws of their own countries if required to incorporate in Indonesia.

The permit for each foreign investment will specify the validity period, which is not to exceed 30 years. The commentary on the section of the law granting land-use rights provides in most cases a 30-year initial period of use with the possibility of a 20-year extension of construction and 25-year extension of exploitation (estate) rights.

The law provides a guaranty against nationalization unless Parliament decrees that it is in the interest of the State. In this case the government must provide compensation, for which the amount, nature and procedures of payment will be agreed to by both parties in accordance with the principles of international law. If no agreement is reached, arbitration procedures are specified.

Without being specific, the law calls for Indonesian participation in foreign enterprises after an appropriate time and also requires foreign firms to train Indonesians for technical and managerial positions. While it provides the basic terms through which Indonesia hopes to attract badly needed foreign capital, many provisions on taxes, depreciation, foreign exchange transfers and other matters remain to be spelled out in implementing decrees.

Copies of the foreign investment law, as passed by Parliament and awaiting Presidential signature, are available from the Far Eastern Division, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Indonesia trademark law under question

U.S. owners urged to renew their registrations to be on safe side

The Indonesian Trademark Law of Oct. 11, 1961 provides for the granting of trademark registrations for ten years from the date of registration, and renewals for like periods. Last year the Djakarta District Court ruled that this law was retroactive.

On the basis of the Court's decision, existing marks that had been registered for a 20-year period under the old law

before the new law came into effect, apparently have to be renewed before expiration of their tenth anniversary or be considered abandoned.

There still is a question among Indonesian officials, however, as to whether the 1961 law is retroactive and the matter is now under consideration within the Government; it is not known at this time what the outcome will be.

In the meantime, owners of trademarks originally registered for 20 years under the previous law, are urged to be on the safe side and renew such registrations at the end of their tenth anniversaries. Interested U.S. companies should proceed accordingly.

Ceylon introduces incentive scheme to increase exports

Eligible industries to get import bonus vouchers

The Government of Ceylon has introduced an incentive scheme in an effort to diversify and increase its exports.

Exporters of industrial commodities produced by "approved industries" will be eligible to receive import bonus vouchers in an amount equal to 20% of the f.o.b. value of their exports, provided that the net foreign exchange earnings (i.e., the excess of earnings over the cost of imported inputs) are not less than 25% of the f.o.b. value of the exported goods.

The bonus vouchers are freely transferrable and may be used to import goods now being imported by the public and private areas, including industrial raw materials, machinery, essential spares, and regular trade quota items.

Luxury items and other goods, banned under Ceylon's import policy, may not be imported against the bonus vouchers.

The list of "approved industries" whose products are eligible for bonus has not been published, but is known to include the following: batteries, asbestos sheets, all types of garments, biscuits, confectionery, soap, aluminum ware, wire nails, footwear, carbon paper, canned fruits and fruit juices, plastic goods, cigars, rubber goods, dehydrated vegetables, barbed wire, electrical goods, hardware items, shoe polish, bottles, paints, cocoa butter, sewing machines, bicycles, refrigerators, tobacco, and mica.

Israel drops import curbs, lowers duties

The Government of Israel has added the following items to the list of goods for which import licenses may be issued: marble blocks and slabs; surgical gloves, gloves for domestic use and protective gloves used in industry; propelling pencils and sliding pencils; and hair slides.

Also, a 5-10% reduction of the Israeli customs duties on some 300 industrial items became effective Nov. 1, 1966. The list includes some chemicals, certain iron, steel and aluminum items, a number of hand and machine tools, as well as pumps, heating and cooling machinery, plant machinery and equipment for certain industrial processes, and a number of electrical machines, components and cable.

For current rates on specific items, write: Near East-South Asia Division, OIRE, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Syria eases rules on certificates of origin

The Government of the Syrian Arab Republic has relaxed certificate of origin requirements on some commodities.

Exporters of spare parts (components of which are produced by several manufacturers) for tractors, agricultural machinery and other means of transport are no longer required to list the manufacturer's name on a certificate of origin. They may submit a declaration naming the manufacturer, and giving the date and number of the invoice for the goods shipped to Syria, as well as their value and description. Legalization of such documents by Chambers of Commerce or other authorities is not required.

Imports of scrap metal, rubber, glass and used woolen clothing have been exempted from the certificate of origin requirement.

Specific information may be obtained from the Near East-South Asia Division, OIRE, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

India eases its policy covering small-value, private-use imports

U.S. exporters willing to sell directly to consumers in small lots can reap benefit from new liberalization

U.S. exporters of books, drugs and medicines, medical instruments and apparatus, X-ray films, scientific instruments and apparatus, and artists materials who are willing to sell directly to consumers in small lots stand to benefit from a recent liberalization of India's policy covering small-value, private-use imports of these items.

Under India's import control policy, individuals, institutions, and hospitals generally are permitted to import for their own use goods valued at up to Rs. 160 (Rs. 1 = US$0.133) without an import license, provided that prior authorization to remit payment in foreign exchange is obtained from the Reserve Bank of India (RBI). A recent official notification, however, raises substantially the value limit within which certain of the above named goods may be imported without a license and also authorizes banks to remit foreign exchange payment for these items without prior permission of the RBI up to the following amounts:

- Drugs and medicines—Rs. 200 for individuals and Rs. 500 for hospitals and medical institutions;
- Surgical, optical, and dental instruments, apparatus, and appliances—Rs. 1,000 for hospitals and medical institutions and Rs. 500 for medical practitioners;
- X-ray films—Rs. 500 for hospitals and X-ray clinics; and
- Scientific instruments, apparatus, and appliances—Rs. 500 for technical and research institutions and analytical laboratories.

In the case of books (if imported by parcel post) and artists materials, banks also may remit foreign exchange without prior permission of the RBI but within the previous value ceilings. Both the value limit of Rs. 160 and the requirement for prior permission of the RBI continue in effect for license-free imports of other goods by individuals and institutions for their own use.

Taiwan liberalizes soybean imports

Suspends restrictions on establishing bean oil processing plants

Taiwan has liberalized the importation of soybeans. Effective from Nov. 18, 1966, soybeans became freely importable subject to the established 10% ad valorem import duty, 3% ad valorem harbor dues, and a 20% defense surtax applicable to the amount of duty payable.

Soybeans are now listed as a "permissible" import commodity. Businesses eligible for foreign exchange to import soybeans have been broadened and now include oil processors, feed manufacturers, cereal dealers (or their associations), direct end-users in private industrial and mining enterprises, and other qualified registered traders. Members of these groups may import individually, combine their imports, or entrust public or private trading agencies to undertake centralized procurement.

Soybean imports for the military forces will continue to be entrusted to the Central Trust of China. Soybean oil for the military, however, may be imported by the military forces themselves, either by procurement through domestic market channels or by direct importation of the Central Trust.

Soybean products such as bean cakes, bean powder, and bean oil processed from imported soybeans may be marketed freely although the Taiwan Food Bureau retains the authority to suspend the purchase of bean oil at a posted price.

In line with the import liberalization, restrictions on the establishment of oil processing plants, which had been in effect since January 1965, have been suspended.

The United States was the sole supplier of soybeans to Taiwan in 1964 and 1965 with the respective values being $17.7 million and $18.2 million.

Import controls removed by Finland on more items

Finland has removed global quota restrictions from more than 30 items which previously had been subject to import controls. Several of the products are of possible significance to U.S. exporters.

A large percentage of goods entering Finland from the United States is now free of import licensing requirements. Finnish Government policy is to remove remaining restrictions as rapidly as balance of payments considerations permit.

Items freed from import restrictions on Jan. 1 were: gypsum and anhydrite; lime; cement; toluene; xylene; methanol; articles of leather, composition leather and hide; articles of apparel and clothing accessories of leather or of composition leather; machine woven carpets; textile fabrics impregnated or coated with preparations of cellulose derivatives or of other artificial plastic materials; textile fabrics impregnated or coated with oil or preparations with a basis of drying oil; fire hoses and other textile hose-piping and similar tubing; steam and other vapor generating boilers; internal combustion piston engines; water turbines along with regulators; pumps for liquids; liquid elevators of buckets, chains, etc.; fans, blowers and similar machines and appliances; air conditioning equipment; electric generators, motors, and transformers; radio and television reception apparatuses and their combined parts; assembled parts of other radio equipment; other electric machines and equipment; whale meat; fish fillets; corn flakes; communion wafers; ship's biscuits; crumbs and rusks; biscuits; other rusks and cakes; inactive yeasts; flours of meat and fish; wine lees; fish solubles.

Argentina raises duties on natural, synthetic rubber

Argentina has a decree which distinguishes latex from natural rubber on its tariff schedule and raises the duty on natural rubber from 15% to 60% ad valorem. Various types of synthetic rubber are further defined with varying rates of duty.

The decree provides that tire manufacturers, who agree to use equal amounts of national synthetic rubber and imported natural or synthetic rubber, may apply for a certificate to import natural rubber, some types of synthetic rubber, and master batches of styrene-butadiene at a reduced rate of 15% ad valorem. Firms, other than tire manufacturers, registered with the Argentine Federation of Rubber Industry, may import a yearly quota of 9,600 tons of the above items at the reduced rate.

Lumber exports prohibited

The Dominican Republic is prohibiting the exportation of lumber and timber products as a measure to protect the country's forestry resources.

Mexico doubles its import duty rates

Most machinery items affected, only some in electrical field

Some 863 classifications in the Mexican import tariff in the machinery and electrical products categories (Chapters 84 and 85) having an ad valorem duty of 15% or less were made subject to a 100% increase in both specific and ad valorem rates as of Jan. 1.

Most products in these classifications, which were dutiable at specific rates of 0.50 peso per kilogram, gross weight, plus 12% ad valorem, now bear duties of 1.00 peso per kilogram, plus 24% of the official valuation or invoice value, whichever is higher.

Among the principal machinery items affected were boilers, steam engines and power units, turbines, pumps, refrigerators and like equipment, calendering and rolling machines, laboratory equipment for treatment of materials, centrifuges, filtering and purifying machinery, bottle cleaning and washing machinery, weighing machinery, materials handling equipment, construction machinery, agricultural, dairy and other food processing equipment, pulp and paper making machinery, printing and book-binding machinery; textile machinery in general (except sewing machines), hides, skins or leather processing machinery, metal processing equipment, machine tools (except tool holders and hand tools), welding equipment, glass working equipment, and miscellaneous machinery not specifically classified.

In the electrical field, only a few principal items were affected. Among these were generators, transformers, electric furnaces and ovens, and electrical goods not specifically classified.

Minimum standards decreed by Spain for new industries

In a recent decree the Spanish Ministry of Industry announced new minimum production standards as prerequisites to authorization for the establishment of new industries in the following sectors: food, textiles, chemicals, metals and metal products and construction materials.

For a loan copy of the decree in Spanish, **write:** European Division, OIRE/BIC—888, U.S. Department of Commerce, Washington, D.C. 20230.

U.S. loan helps Iran power expansion

$6.5 million available for costs of U.S. services and training

Costs of U.S. consultants' services and training for electric power development in Iran will be financed by a $6.5 million U.S. development loan.

The loan will support an extensive power expansion program being carried out by the Iranian Government under the nation's Third Five-Year Plan (ending in 1968), which calls for a government investment of $280 million for electrification. The country-wide power program is to be further augmented in the Fourth Plan period.

The dollar financing, in addition to $3.5 million in local currency to be provided by the Government of Iran, will pay for management operations and training services, as well as feasibility studies, required for the power program. The Government of Iran has negotiated a contract with the Harza Engineering Co. of Chicago for some of these services. Contracts for the feasibility studies will be open for award to other U.S. firms.

The loan was made by the Agency for International Development. U.S. development funds made available for electric power development in Iran now totals more than $10 million, of which $794,000 was in the form of grants. In addition, Export-Import Bank loans totalling $29 million have been made to finance three General Electric generating units for Tehran.

The AID loan is repayable in dollars by the Government of Iran over a period of 25 years, including a five-year grace period.

U.S.-Indonesia guaranty agreement negotiated

The Indonesian government has signed an investment guaranty agreement with the United States.

Designed to encourage American private investment in Indonesia, the agreement will allow U.S. firms to insure their Indonesian investments against certain political risks through the Agency for International Development (AID).

Bilateral agreements permit AID to insure qualified U.S. investors against inability to convert local currency into dollars; against loss due to expropriation, war, insurrection and revolution; and, against certain commercial extended risks. Small fees are charged for the insurance.

A new foreign investment law passed two weeks ago by the Indonesian Parliament is a related action also aimed at attracting outside capital to help in the development of the nation's vast resources. The law guarantees firms against expropriation without compensation and grants new investors five-year tax exemptions.

U.S. signs tax convention with Trinidad and Tobago

An income-tax convention was signed recently between the United States and Trinidad and Tobago for the avoidance of double taxation and the encouragement of international trade and investment.

The new convention is an interim measure and therefore limited in scope. It will be replaced by a more comprehensive income-tax convention between the two countries upon completion of negotiations which are expected to begin some time this year.

The interim measure, however, will permit corporations of one of the countries to receive dividends from their subsidiary corporations operating in the other country at a reduced rate of 5% withholding tax, instead of the present 30%.

Irish aircraft purchases made with Eximbank credit

A $20 million Export-Import Bank loan to Irish International Airlines (Aerlinte Eireann Teoranta) will help finance the purchase of two Boeing 747 jet aircraft with related spare parts and equipment. The planes are scheduled for delivery in early 1971.

In the past few years, the Irish airline has had the highest load factor among the carriers serving the North Atlantic route.

The Boeing 747 jet aircraft will be used on routes from Dublin-Shannon to Boston-New York and Montreal-Chicago.

Eximbank's loan is to be guaranteed by the Government of Ireland.

Eximbank to cover U.S. sales to East European buyers

The Export-Import Bank has extended its export credit guarantee and insurance programs to cover sales of U.S. goods and services to buyers in Bulgaria, Czechoslovakia, Hungary, Poland, as well as in Romania.

This action follows President Johnson's determination that it is in the national interest for Export-Import Bank to participate in commercial credit sales to these countries.

Under the commercial bank guarantee program, the U.S. exporter obtains financing from his commercial bank, and Eximbank in turn guarantees repayment to the commercial bank. In the case of the insurance program, the exporter obtains protection against nonpayment under a policy issued by the Foreign Credit Insurance Association and underwritten by Eximbank.

Exporters seeking assistance under these programs apply through their commercial banks or through their insurance agents or brokers, or directly to FCIA.

U.S. to supply equipment for Chilean pipe plant

A $2.5 million Alliance for Progress loan to Compania de Productos de Acero, S.A., of Santiago, Chile, was authorized by the Export Import Bank of Washington to finance the purchase of U.S. equipment needed at a plant being built at Concepcion, Chile.

The new plant is expected to save annually some $1.7 million of foreign exchange.

A minor portion of the loan will be used to finance dollar costs of expanding existing non-pressure pipe making facilities at Santiago. Total cost of the expansion, including the new plant, will be some $3.7 million.

In addition to Eximbank's loan, funds are to be provided by the international non-governmental association, ADELA, as well as through local bank loans and equity investment by Compania de Productos de Acero, S.A.

FROM CONSTRUCTION TO COSMETICS

Wanted: U.S. investors

Trade Mission finds variety of joint venture opportunities for U.S. firms

Reports from members of the U.S. Trade and Investment Mission to Libya, Tunisia and Morocco indicate the strong interest of businessmen in these countries in obtaining U.S. participation in a number of joint ventures.

Due to the anticipated expansion in both governmental public works programs and private building projects, a number of the 50 proposals listed involve construction. Additional opportunities exist in such diverse fields as sensitized paper, plumbing supplies, paint, cosmetics and aluminum.

Firms interested in following up one or more of these opportunities are requested to show the Interview Report (IR) number on any correspondence with a foreign firm or with the Bureau of International Commerce. The identifying IR number is listed immediately after the address of the foreign firm.

Opportunities in Libya

1511 Construction

A joint venture to build houses in various parts of Libya is sought by this Benghazi building supply firm.

A U.S. company is asked for capital, technical assistance and supervision of the proposed project. The Benghazi concern will furnish capital and Libyan personnel.

Write: Lidico, P.O. Box 271, Benghazi, Libya. IR 61a-L.

A joint venture to build 800 homes is sought by an importer of soil maintenance equipment. The Tripoli firm claims to own a suitable site for the proposed project and could acquire additional land, if necessary.

A U.S. construction company is requested to provide plans, technical assistance and construction machinery and equipment.

Write: Hag M. Abuzed Sherif, P.O. Box 2277, Tripoli, Libya. IR 28-L.

Located in Tripoli, this importer and distributor of office equipment and supplies proposes a development project to include the construction of 1,000 houses and a shopping center.

The firm claims to own the land and seeks a U.S. investor to provide capital and construction supervision.

Write: Ali Fawzi Serrag & Co., P.O. Box 681, Tripoli, Libya. IR 21a-L. WTD.

A small Benghazi importing and construction company seeks a joint venture to undertake all types of construction. The company needs capital and technical assistance from a U.S. concern. Established in 1965, the Libyan firm has about 45 employees.

Write: Klafo V. Braha Import/Export & Commission Agent, P.O. Box 410, Benghazi, Libya. IR 54-L.

A Tripoli transportation company engaged in various aspects of the aircraft industry seeks a joint venture to build a medium-sized office building on the outskirts of Tripoli.

The Libyan firm would furnish a 19,000 square yard site, plus tentative building plans. A U.S. company is asked to supply capital, construction machinery and supervisory expertise in return for up to 49% equity in the enterprise.

Established in 1962, the Libyan firm's principal business is the buying, selling, renting, maintaining and insuring of aircraft equipment. It imports airline engines and parts and has approximately 64 employees.

Write: LINAIR (Libyan National Airways S.A.L.) P.O. Box 233, Tripoli, Libya. IR 45-L. WTD.

A Tripoli construction materials dealer seeks a joint venture with a US. construction company to bid on projects associated with the Idris Housing development. The Libyan firm claims it could handle local financing.

Write: Libkuweit Co., Sciara Baghdad, (P.O. Box 2543), Tripoli, Libya. IR 73-L.

A Tripoli importer proposes a joint venture to develop a 286-acre site as a housing project. The firm claims electricity and some water is available at the site, although additional water supply is needed.

A U.S. company is asked to provide part of the capital and handle all aspects of construction.

Write: Clemente Halfon, P.O. Box 751, Tripoli, Libya. IR 44-L. WTD.

A Tripoli importer seeks a U.S. participant in a venture to develop 130 meters of beach front property. Plans call for building a luxury motel, apartments and a restaurant.

The U.S. firm is requested to finance, build and operate the project.

Write: Meyet & Co., P.O. Box 819, Tripoli, Libya. IR 76-L. WTD.

A Tripoli trading company proposes a joint venture to build a shopping center complex. The Libyan firm would provide the land and a U.S. firm is asked to supply capital and technical know-how. Facilities in the shopping center would include a bowling alley, theater and arcade.

Established in 1960, the Tripoli firm imports office machines and furniture, electrical products and foodstuffs. It reports annual sales at $1.4 million and has around 85 employees. It claims to represent several substantial U.S. manufacturers.

Write: Gulf Trading Co., 241 Jaddat Istiklal, P.O. Box 417, Tripoli, Libya. IR 74-L.

A Benghazi contractor proposes a joint venture with an experienced U.S. construction company to bid on Libyan Government construction projects.

Sought of a U.S. firm is equipment and managerial expertise. The Libyan firm would contribute capital.

Established in 1963, the company has about 50 employees and claims to own land in Tripoli, Benghazi, El Beida and Derna.

Write: Mahmud A. Bukatwa Co., 120 Sciara Omar Mukhtar, Benghazi, Libya. IR 70-L.

Located in Benghazi, this textile and foodstuff importer seeks a joint venture with a U.S. contractor to bid on Libyan government housing and road projects.

Write: Ben Moussa Import-Export, 140 Suk Dalam, Benghazi, Libya. IR 68-L. WTD.

A Benghazi development company seeks a joint venture with an experienced U.S. firm to build highways, secondary roads and high-rise buildings. The proposed enterprise would also bid on Libyan government construction projects.

Requested of a U.S. company is equipment, capital and technical assistance in return for a 49% interest in the project.

Write: SAASCO, Omar Touson Square, Benghazi. IR 67-L. WTD.

This represents an interesting opportunity. For more information **write:** The American Embassy, Via Grazioli, Tripoli, Libya. Attn: Commercial Officer.

A joint venture to bid on a Libyan government construction project is sought by a Tripoli importer of building materials.

The Libyan firm would provide capital and necessary building materials and supplies. Asked of a U.S. firm is technical assistance and some capital.

Established in 1963, the Tripoli firm has 24 employees.

Write: Abdussalam Gammoudi & Co., Er-Rashid St., 136 P.O. Box 141, Tripoli, Libya. IR 42-L. WTD.

1621 Heavy construction

A Tripoli firm engaged in the fabrication of all types of steel storage tanks and trailer bodies, erection of warehouses and other steel construction seeks a joint venture with an experienced U.S. contractor to negotiate on such Government projects as dams. The company claims it has supplied materials for other water control projects and has worked closely with Libyan government agencies.

Established in 1948, the Tripoli concern acts as a distributor for numerous British and European firms and is a licensed shipping agent. In its early years, the firm was engaged in agricultural projects and imported a large quantity of tractors and agricultural equipment.

Write: CITEXCO (U.K.) Ltd., 10, Shareh Geddah, Tripoli, Libya. IR 84a-L.

1621 Marine construction

A Tripoli firm, engaged in the importing of construction equipment and trailers and the supplying of stevedoring and shipping services, seeks a joint venture to undertake harbor construction. The U.S. company is asked to furnish technical know-how and part of the capital.

Write: ETTUMICO, 58 Sciara 24 December, P.O. Box 591, Tripoli, Libya. IR 15-L. WTD.

Located in Tripoli, this importer and distributor of heavy construction equipment and automotive parts proposes a joint venture to establish marine maintenance and drydock facilities inside the Tripoli and Benghazi harbors.

A U.S. company is asked to provide part of the necessary capital, technical know-how and supervise construction.

The Libyan company claims it already has a concession area within the Tripoli harbor.

Write: Fellagh Co., 10 Sciara 24 December (P.O. Box 701) Tripoli, Libya. IR 12-L. WTD.

1781 Water well drilling

A Benghazi trading company seeks a joint venture with an experienced U.S. firm for drilling water wells.

The U.S. participant in the enterprise is asked to furnish machinery and technical know-how. The Libyan firm will provide capital.

Write: Lidico, P.O. Box 271, Benghazi, Libya. IR 616-L.

2071 Peanut processing

A Tripoli firm currently engaged in furnishing transportation and construction services proposes a joint venture to establish a small peanut processing and packaging plant.

A U.S. participant is asked to supply a complete line of machinery, including shellers, roasters and packaging equipment, preferably utilizing plastic bags.

Established in 1958, the Tripoli firm reports annual sales of $560,000 and has about 120 employees. It reportedly maintains well equipped offices and warehousing facilities in Tripoli.

Write: MAYCO (Mahmud A. Yamani Co.), 1 Sciara El Seidi, Tripoli, Libya. IR 4aL. WTD.

2086 Soft drinks

A Benghazi clothing importer seeks a license to bottle and distribute a brand name U.S. soft drink.

The firm has $140,000 to invest in the project and claims there is an extensive market for soft drinks in Benghazi, neighboring towns in eastern Libya and the oilfields south of the Gulf of Sirte.

Write: A. H. Shafei, 71 Sciara Omar Mukhtar (P.O. Box 147) Benghazi, Libya. IR 57-L.

3270 Concrete panels

A Benghazi importer of motor vehicles seeks a joint venture to produce concrete panels for the construction of prefabricated houses. The firm plans to utilize the panels in a housing development.

The Libyan firm says it owns a 30,000 square meter site for the proposed plant and another 53,500 square meters of land for the housing project.

It already imports some construction supplies and is negotiating for the financing of the project. Requested of a U.S. firm is technical and engineering assistance, equipment and management expertise.

Both projects would be located near Benghazi.

Write: Cyrenaica Motor Co., P.O. Box 499, Benghazi, Libya. IR 62-L.

A Benghazi importer of chemicals, feed and textiles seeks a joint venture with a U.S. contractor to manufacture concrete panels for prefabricated houses. The houses are to be put up in a development on a 15,000 square meter site near Benghazi.

Asked of a U.S. firm is plant and transportation equipment, technical know-how and capital. The Libyan firm would provide some capital.

Write: M. Nahli Agents, P.O. Box 122, Benghazi, Libya. IR 63-L.

3272 Concrete products

A joint venture to establish a small prestressed concrete plant to produce "T" and "I" beams for the Libyan construction industry is sought by a Tripoli importer of such construction materials as steel and cement.

The firm needs technical assistance, equipment and capital from a U.S. participant in the proposed project.

Write: African Coastal Corp., 106 Sciara Haiti, Tripoli, Libya. IR 16-L.

3399 Nails and screws

A joint venture to establish a plant for manufacturing nails and screws for wood and steel is proposed by a Tripoli fabricator of steel storage tanks and trailer bodies.

Requested of a U.S. participant is technical know-how, machinery and equipment and necessary materials. An undetermined capital contribution to help finance the project is also asked of a U.S. firm.

The Libyan company recommends operations be started on a small scale with production of approximately ten tons per day of assorted sizes of nails and screws. Production would be gradually expanded as domestic consumption increased and exports to Tunis, Malta and countries in the Middle East were developed.

Write: CITEXCO (U.K.) Ltd., 10, Shareh Geddah, Tripoli, Libya. IR 84b-L.

7010 Hotels

A Benghazi importer and distributor of furniture, radios and textile products proposes a joint venture to build and operate a 100-room luxury hotel near Benghazi on the main road to the airport and Tripoli.

The firm already owns a 27-acre site for the proposed hotel and seeks technical assistance and an undetermined capital investment from a U.S. participant.

Write: Haj Mohamed Ali Haneish, Sciara Istambul (P.O. Box 226), Benghazi, Libya. IR 55-L.

The Libyan subsidiary of a well-known Lebanese construction company proposes a housing and hotel construction venture.

The Tripoli firm says it owns the necessary land and would provide a considerable part of the required capital. A U.S. partner is asked to furnish some capital, technical know-how and construction machinery.

Established in 1950, the Libyan firm primarily is engaged in construction and supplying services to oil companies. It claims to have about 800 employees.

The parent company reportedly has branch offices in Aden, Kuwait, Bahrein, and Nigeria.

Write: Consolidated Contractors Co. (Libya) Ltd., P.O. Box 897, Tripoli, Libya. IR 43-L. WTD.

A joint venture to build resort hotels and apartment buildings is sought by an importer of agricultural equipment and building materials.

The Libyan firm would contribute the capital and land and needs technical assistance from a U.S. engineering company.

Established in 1920, the concern has about 11 employees.

Write: Belgassem Senussi, Import-Export, 16 Sciara Tahran (P.O. Box 216) Tripoli, Libya. IR 41-L. WTD.

Established in 1959, this Tripoli office equipment importer seeks a joint venture to build and operate a beach front hotel complex to include the construction of a 150-room hotel and 72 chalets.

The Libyan company claims it already owns the land and states a U.S. investor could have a 49% interest in the project with a 5-year full amortization program.

Write: Ali Fawzi Serrag & Co., P.O. Box 681, Tripoli, Libya. IR 21b-L. WTD.

A joint venture to build hotels and motels is sought by a Tripoli trading firm.

The Libyan company would provide capital and handle the actual construction of the

Investment Assistance

Firms responding to investment opportunities may wish to inform the Bureau of International Commerce of their action, for follow-up assistance where appropriate. This will insure receipt of additional information as it becomes available.

A (*) following the name of the foreign firm indicates that additional information is available by writing the Department of Commerce (BIC-876), Washington, D.C. 20230.

WTD indicates that a World Trade Directory report containing financial and business background information is available at $2 each from the Department of Commerce (BIC-916), Washington, D.C. 20230.

Special assistance is available to firms interested in joint ventures or licensing agreements abroad. Call Area Code 202, WO 7-4065 or write Department of Commerce (BIC-878), Washington, D.C. 20230.

projects. A U.S. firm is requested to supply the plans and locate suitable lessees after the hotels are completed.

Founded in 1958, the Tripoli company imports and wholesales construction equipment, building materials and office furniture. It has about 120 employees.

Write: MAYCO (Mahmud A. Yamani Co.), 1 Sciara El Seidi, Tripoli, Libya. IR 4b-L. WTD.

An importer of electrical, wood and paper products proposes a joint venture with a U.S. hotel chain to build and operate a hotel in Tripoli.

The Libyan firm would contribute part of the capital and asks a U.S. partner to handle the construction and operation of the hotel plus provision of an undetermined amount of financing.

Established in 1966, the Tripoli firm has about 7 employees.

Write: Centraco, P.O. Box 65, Tripoli, Libya. IR 14-L. WTD.

Founded in 1930, this well established importer and wholesaler of electric appliances and equipment, agricultural machinery and tires seeks a joint venture to build a hotel in Tripoli.

The Libyan firm will furnish 5 acres of beach front property and provide 40% of the necessary capital. A U.S. company is asked to provide 60% of the financing and handle the construction

In addition to maintaining a large office, showroom and automotive division in Benghazi, the company has a branch office in Tripoli. It employs approximately 300 people and reports annual sales of about $2.4 million.

The firm represents several large U.S. companies.

Write: LIBELCO—Libyan Electronics Co., P.O. Box 934, Tripoli, Libya. IR 31-L. WTD.

A Tripoli catering company seeks a joint venture to build a hotel near Wheelus Air Base on the outskirts of Tripoli.

The Libyan firm says it has already acquired some land and can provide part of the capital. A U.S. participant would handle all aspects of construction and operation of the hotel, except food services which the Tripoli company would provide.

The firm currently has a catering contract with airlines serving Idris Airport at Tripoli and would manage the food operation in the proposed hotel.

Established in 1960, the Libyan concern has about 100 employees.

Write: Gulf Trading Co., 241 Jaddat Istiklal (P.O. Box 417) Tripoli, Libya. IR 30-L. WTD.

A Tripoli construction company seeks a joint venture to build a 250 to 300 room hotel in Benghazi. The firm owns a 3,000 meter site two miles from Benghazi and says long term financing is available from Libyan banking sources.

Established in 1943, the Tripoli company has about 360 employees and engages in road construction and maintenance.

Write: Aly Sellak, 50 Sciara Saidi (P.O. Box 999) Tripoli, Libya. IR 17-L. WTD.

7392 Market consulting services

A Tripoli market consulting firm seeks a joint venture with a U.S. company.

Write: International Consulting Services, P.O. Box 2462, Tripoli, Libya. IR 6-L.

Chances in Morocco

0723 Chicken hatchery

A joint venture to establish a chicken hatchery and a plant to produce feed for chickens, cattle and hogs is proposed by a Casablanca importer and producer of cattle feed. The firm has about 20 employees.

Write: Tout Elevage, 72, rue Hadj Amar Riffi, Casablanca, Morocco. IR 75-M.

1511 Home construction

A joint venture to build 300 homes on a tract of land near Casablanca is sought by a construction firm.

An experienced U.S. construction company is requested to provide part of the necessary capital, technical assistance and management expertise. The Moroccan firm would supply the land.

The Casablanca company claims financing is available to home buyers.

Write: Unifatex, 58, rue de Strasbourg, Casablanca, Morocco. IR 84-M.

2300 Men's and women's clothing

A joint venture to expand operations is sought by a Casablanca manufacturer of medium and higher priced men's and women's clothing. A U.S. participant is asked to provide 50% of the capital in the form of equipment and synthetic yarn. The Moroccan firm also wants a U.S. manager to run the operations.

Established in 1964, the company has about 85 employees. The firm is reported to be valued at approximately $100,000.

Write: Confection "PIHAMEL", 21, Blvd. Lahcen ou Ider, Casablanca, Morocco. IR 65-M.

2320 Men's and boys' clothing

A joint venture or licensing arrangement is sought by a Casablanca manufacturer of men's and boys' clothing.

A U.S. firm is asked to supply technical assistance in production and in the area of clothing design and styling.

The Moroccan company would also consider proposals leading to its eventual acquisition by a U.S. investor.

Founded in 1935, the Casablanca firm has about 95 employees.

Write: S. A. Marocaine des Vetements Rolny, 93, rue Colbert, Casablanca, Morocco. IR 24-M.

2499 Pressed wood products

This Casablanca textile importer proposes a joint venture to establish a facility to produce pressed wood products.

Total cost of the project is estimated at $4 million. Requested of a U.S. firm is capital and technical assistance.

Moroccan imports of pressed wood products were about $120 million in 1966.

Write: Ets. Alami, 106, Rue de Strasbourg, Casablanca, Morocco. IR 59-M.

2844 Cosmetics

Founded in 1919, this Casablanca manufacturer and distributor of cosmetics and perfumes seeks a joint venture to make additional products in this field.

The firm claims to represent several well known cosmetic manufacturers, and has approximately 40 employees.

Write: Societe de Fabrication et de Distribution de Produits de Marques, 10, rue Dumont d'Urville, Casablanca, Morocco. IR 87-M. WTD.

2851 Paints

Established in 1953, this importer and manufacturer of paints for automobiles, ships and signs seeks a license to make paint for traffic and airport signs.

The firm has approximately 40 employees and is a subsidiary of a French concern.

Write: PRODEC (Protection-Decoration), Allee des Orchidees, Ain Sebaa, Casablanca, Morocco. IR 33-M. WTD.

3361 Aluminum utensils

Located in Casablanca, this manufacturer and importer of aluminum household products seeks a joint venture or licensing arrangement to produce aluminum pressure cooking equipment for homes and light industry and other household utensils.

The firm plans to eventually expand into the production of aluminum basic shapes and extrusions for processing by Moroccan industry.

Founded in 1949, the Casablanca concern has around 250 employees.

Write: Aluminum Serca, 5, rue de Valence, Casablanca, Morocco. IR 81-M.

3430 Plumbing fixtures

Founded in 1921, this large importer and wholesaler of sanitary ware and plumbing supplies is interested in a joint venture or license to manufacture plumbing fixtures for construction projects. The firm has around 400 employees.

Write: Ets. Dolbeau, 81, rue Karatchi, Casablanca, Morocco. IR 52-M. WTD.

3442 Door and window frames

A joint venture to fabricate aluminum door and window frames of all sizes and types is sought by a Casablanca manufacturer and importer of glass and construction materials. The Moroccan firm says it can provide land and a substantial portion of the necessary capital.

Founded in 1948, the company has 50 employees.

Write: Societe Marocaine des ets. Lejoncour, 90, Boulevard Yacoub el Mansour, Casablanca, Morocco. IR 41-M.

7011 Hotels

This Casablanca development company seeks a joint venture to build and operate a 220-room hotel in Marrakech.

The Moroccan company would provide the land and 50% of the necessary capital. A U.S. participant is asked to supply the other 50% of capital plus technical assistance in the construction and operation of the hotel.

Write: Societe Marocaine de Navigation, 27, avenue de l'Armee Royale, Casablanca, Morocco. IR 22-M.

Proposals from Tunisia

1511 Construction

Located in Tunis, this importer and distributor of automobiles, trucks and trailers proposes a joint venture to construct a large office building in the city's downtown area.

Estimated cost of the project is $8 million. The Tunisian concern would furnish half of the necessary capital and requests a U.S. participant to provide the other half, plus management of all aspects of construction.

The Tunis firm plans an all concrete 7-story building with total single floor space of 2,326 square meters. The building would contain a garage, an apartment wing, a movie theater and other facilities.

Established in 1927, the Tunis firm is a subsidiary of a holding company in which

the Tunisian Government reportedly has a majority interest.

Write: Societe Autotractor, 49, rue Massicault, Tunis, Tunisia. IR 46-T. WTD.

1621 Heavy construction

A large Tunis construction firm seeks a joint venture with an experienced U.S. contractor to undertake major construction projects in Tunisia, Libya and other areas of the Near East.

Examples of contemplated projects include airports at Tunis and Tripoli, hotels, beach houses, apartments, and housing developments.

A U.S. partner is asked to provide technical know-how, particularly high-speed building techniques and experience in high-rise construction.

Founded in 1928, the Tunisian firm has approximately 1,500 employees.

Write: Enterprise Ali Mheni, 12, Rue de Russie, Tunis, Tunisia. IR 7-T. WTD.

2499 Cork products

Located in Tunis, this manufacturer of cork board products for the European market seeks a joint venture to produce cork waste, primarily for use in the production of bottle cap discs.

Total cost of the project is estimated at $125,000, to be utilized in the semi-automating of the plant. The Tunisian firm will contribute 50% of the necessary capital and requests a U.S. participant to supply the other 50% in the form of equipment and capital.

The Tunisian firm says it would consider a minority interest in the enterprise or a management contract with the U.S. partner.

Founded in 1963, the firm has approximately 300 employees and is an agency of the Tunisian Government.

Write: Societe Nationale du Liege, 126, rue de Serbie, Tunis, Tunisia. IR 41-T.

3079 Plastic products

A newly established plastics company seeks a licensing arrangement to utilize a U.S. firm's plastic coating process.

Write: Plastiss, 3, rue Ghandi, Tunis, Tunisia. IR 28-T.

3861 Sensitized papers

A joint venture to manufacture sensitized paper for ozalid machines is proposed by a Tunis producer of paper and paper products. Plans call for importing paper for treatment in the Tunisian firm's plant.

The Tunis company would contribute up to $100,000 and seeks equal participation by a U.S. firm. According to the Tunisian firm, it is flexible as to arrangements on majority or minority ownership and/or a management contract.

Founded in 1958, the company has established sales outlets throughout North Africa, which it would utilize in distributing the new product. The firm believes there is a substantial market for sensitized paper and is currently conducting a market survey to verify its estimates.

The Tunisian company has about 150 employees.

Write: Comptoir Tunisien du Papier, 4, rue Jean le Vacher, Tunis, Tunisia. IR 29-T. WTD.

7011 Hotels

A joint venture to build and operate a first-class hotel in downtown Tunis is proposed by the Tunis subsidiary of a British company. The Tunisian trading firm imports and distributes automotive, agricultural and industrial equipment and exports wine, olive oil and carpets.

The company says it owns a large piece of land in the center of Tunis comprising the central shopping area. It would contribute the land and part of the capital toward the construction of a hostelry offering all the facilities of a first-class downtown hotel.

Established in 1957, the Tunisian company has expanded its operation and added new product lines.

Write: Gordon, Woodroffe Tunisie S.A. R.L., 5 Avenue Jean Jaures, Tunis, Tunisia. IR 11-T. WTD.

Investment stimulus offered by Bahrain

Seeks establishment of new industries as joint ventures

The Government of Bahrain recently issued a pamphlet outlining the advantages of Bahrain as a site for the establishment of new industries and commercial establishments. As a population of 180,000 can scarcely constitute an adequate domestic market, Bahrain's proximity to other Persian Gulf markets is stressed, and a free-transit zone for transhipment or manufacture of goods for export has been established.

Other highlights include low long-term fixed rentals for industrial sites, dispensation from payment of customs duties for capital equipment intended for new industries, absence of income and profits taxes, a convertible currency and no limitations on profit repatriation.

New ventures must have the approval of the Bahrain Registry of Commerce, a Government body charged with responsibility for economic development. Commercial establishments, licensing arrangements and joint ventures are all eligible for approval.

Although there is no official regulation about the proportion of Bahraini ownership in joint ventures, a minimum of 50% is favored. In such cases there should be a proportional number of Bahrainis on the board. The Government may wish to subscribe up to 20% of the capital.

In general, employment of Bahrainis is stipulated, but in the absence of skilled domestic labor, permission will be given for the employment of aliens until such time as Bahraini nationals can be trained.

Further information may be obtained from the Near East-South Asia Division, OIRE, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

French firms seek U.S. licensees

Want to make luminous products, anchor screws

A French manufacturer of lighting equipment and luminous advertising signs seeks a license to make **luminous ceilings and panels for signs.**

Established in 1961, the Paris based firm reports annual sales of $600,000 and has 70 employees.

According to the company, about 65% of its current production consists of luminous ceilings and advertising panels, while the remaining 35% is devoted to the manufacture of electrical fixtures and lighting equipment for industrial and commercial users. Major customers include a large glass producer, two prominent distilleries, a Paris department store and an automobile manufacturer.

The French company is also interested in importing low voltage incandescent lamps for advertising signs.

Write: Acrilux, 12 rue des Montiboeufs, Paris 20, France. WTD

A license to produce **anchor screws and accessories** not presently available on the French market is sought by a manufacturer and wholesaler of metal connector collars, hooks, heating pipe clips and dowels.

Established in 1959, the company is capitalized at $100,000 and reports annual sales of $2.6 million. It has 30 employees, plus 15 traveling salesmen. The firm maintains branch offices in Paris and Marseille and distributes its products in Europe, Africa and the Middle-East.

Write: PLOMBELEC, rue Saint Hilaire, 45-Meung-sur-Loire, France. WTD

WRENCHES

A newly formed British distributor of small tools seeks a license or similar arrangement to manufacture wrenches. The firm would also consider an agreement whereby a U.S. company would furnish them forgings and blanks for finishing.

Directors of the British company claim to have experience in the production of wrenches. They have established contacts with automobile manufacturers, wholesale distributors, mail order houses and industrial users and report that the demand for wrenches exceeds the supply so there is room in the market for another manufacturer.

Write: Norsel Ltd., 331 Cressing Road, Braintree, Essex, England. WTD.

Thailand, Laos seek bids on several substation construction projects

The North East Electricity Authority of the Government of Thailand and The Laotian National Mekong Committee of the Royal Government of Laos have invited tenders for the supply of equipment and construction of Nam Ngum Substation, Vientiane Substation (both in Laos) and Nongkhai Substation, and extension of the Udorn Substation (both in Thailand) for the Nam Ngum Hydro-Electric Project. The first part includes the three substations of Vientiane, Nongkhai and Udorn. Quotations will also be requested for the above Nam Ngum Substation.

In conjunction with these new substations, tenders have also been invited for the supply and erection of the first part of a single circuit 115 KV transmission line between the proposed Nam Ngum Station in Laos and Udorn in Thailand. The first part of the transmission line runs from Udorn (Thailand) to Vientiane (Laos) crossing the Mekong River at a site near Nongkhai covering a distance of approximately 43.5 miles. Quotations will also be requested for the second part of the transmission line of about the same distance (43.5 miles) between Vientiane and the proposed Nam Ngum Power Station.

The work is financed by the Nam Ngum Development Fund which is administered by the International Bank for Reconstruction & Development.

Tenders for the above projects (Contract No. NN-S1 for the Substations and Contract No. NN-T1 for the Transmission Lines) must be made separately; but any bidder may also submit an offer to carry out both works together.

Instructions to bidders and other documents related to the above projects are available at the Tokyo Office of Nippon Koei Co., Ltd., No. 18, 2-ch/ome, Uchisaiwai-cho, Chiyoda-ku, Tokyo, Japan, at $30 or the equivalent per set of Contracts NN-SL and NN-T1 respectively. Closing date for bids is March 31.

NATO wants bids on relocation projects

A number of concurrent projects have been announced accompanying NATO's move from France to Belgium. The following is a consolidation of a number of related announcements:

The previously announced tender for certain pre-fab structures to be used as conference and office facilities at the relocation site whose total value is approximately $6-7 million, was extended one week to midnight, Jan. 22.

U.S. firms certified for NATO were to have contacted the U.S. Embassy in Brussels. The project is under the direction of the Interministerial Shape Committee (CISHIC), 1 Rue de Facos in Brussels.

The architectural and engineering work was already awarded to two companies, Groupe Structures (138 Chaussee D'Ixelles, Brussels) and the Societe de Traction et Electricite (31 Rue de la Science, Brussels), who have formed a consortium known as "Consortium des Ingenieurs et Architectes du Shape", 207 Boulevard du Souverain, Brussels. Tender documents to firms certified eligible and already prequalified will be available about March 1.

CISHIC has also invited U.S. firms capable of construction of project valued at approximately $600,000. Documents are available now at a cost of $74 from CISHIC.

A second tender has been issued for the construction of a project valued at $1.5 million for construction of streets, aqueducts, sewers and water distribution for the "Shape Village" homesites at Caseau. Tender documents are also available from CISHIC at the cost of $28. Awards of contracts will be made Jan. 31 at 11 a.m.

The deadline for construction of approximately 1,000 dwelling units in the so-called "Shape Village" closed Jan. 23 and called for the bidders to provide privately-owned land with their quotations.

A bid for 22,000 meters of ten inch seamless POL pipe for delivery to the Government of Belgium will be issued by NATO. The deadline for the submission of names of interested firms is Feb. 4. U.S. firms certified eligible to participate in NATO-ICB are invited to contact the Direction Generale des Constructions, Section Planning International, Caserne Major Geruzet, 294 Boulevard General Jacques, Brussels 4. The estimated cost of this procurement is $350,000.

U.S. firms not already certified eligible and interested in this and other projects to be announced in the future pertaining to NATO's relocation to Belgium are invited to write to the U.S. Department of Commerce, Trade Opportunities Staff, BDSA-624, Washington, D.C. 20230 and request a gratis copy of the brochure, "Doing Business with NATO—How U.S. Companies Can Participate".

Brochure available on bidding for UN special fund projects

A brochure describing the United Nations Development Program (UNDP), entitled: "Private Enterprise and the UNDP, How to Bid on Special Fund Projects," is available to firms that are interested in UNDP projects. Copies of this brochure can be obtained from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, at a cost of 15¢ per copy.

Information concerning UNDP summaries and other pertinent material can be obtained from John L. Malone, Office of Marketing & Services, Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4675).

New Zealand Electricity Dept. extends bid deadline

The New Zealand Electricity Dept., Wellington has announced the extension of the bid deadline for three phase, 110 KV, 3500 or 5000 MVA circuit breakers, Tender No. 498 from Feb. 14 to March 7. (See INTERNATIONAL COMMERCE, Dec. 19, 1966, p. 39).

Iraq to buy paper, paperboard, printing, binding material

The Central Foreign Purchasing Board of the Ministry of Finance, Baghdad, has issued Tender No. 68/66 for large quantities of various paper and paperboard products and printing and binding materials.

Bid deadline is March 12.

Tender schedule includes 95,200 reams of printing and writing papers in various colors, sizes, weights and finishes; 350,000 manila file covers; 88,000 sheets of various colored paperboard; 1,300 bundles of leather board; 25,000 6″ x 4½″ ivory cards; 50,000 white (122 x 153 mm.) envelopes; 200 rolls binding cloth; 350 rolls stitching wire; 1,000 tins ink; 2,000 kgs. glue; 2,500 black leather and 5,000 layers binding leather.

Copies of tender announcement and specifications are available from the issuing authority free of charge or on a short-term loan basis to firms located in the United States from the Forest Products Division, BDSA, Rm. 4005, U.S. Department of Commerce, Washington, D.C. 20230 (Telephone: 202-WO 7-3530).

Algeria is seeking U.S. pharmaceuticals

U. S. drug companies aiming to export pharmaceutical products to Algeria are instructed to forward to the Ministry of Social Affairs, 28 Rue Hassiba Ben Bouali, Algiers the following: a photocopy of the "national visa" (the certificate of registration, issued by the Food & Drug Administration, Dept. of Health, Education, & Welfare, indicating that they are duly registered as legitimate producers of drugs); clinical-pharmacological supporting data on each drug product they wish to export; two trade size package samples of each product; an analysis protocol of their laboratory controls on each product; and the c.i.f. Algiers price of each product in French francs.

For additional information concerning the requirements outlined, interested companies should communicate with the Embassy of Algeria, 4040 52nd St., NW., Washington, D.C. 20008 (Telephone: 202-363-7384).

Malaysia firm seeks quotations on rice drying equipment

The Agricultural Attache, U.S. Embassy, Lee Wah Bank Bldg., Old Market Square, Kuala Lumpur, would appreciate receiving information from U.S. manufacturers of rice drying equipment. A rice contact with two mills, each with a processing capacity of 150 to 200 long tons daily, is considering switching from natural to artificial drying of parboiled rice. C.i.f. price quotations Thailand are requested. Pamphlets, brochures or other information should be sent to the Agricultural Attache at the above address.

World Trade Opportunities Continued to page 60

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6059B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

019 Commercial farms

★★ LIBYA—Trade Mission

Tomato, watermelon, other vegetable seeds. Belgassem Senussi (importer, wholesaler), Sciara Tahran, 16 (P.O. Box 218), Tripoli. WTD under revision.

071 Aerial spraying

● **GREECE**—Aerial spraying insecticides over approximately 830,000 acres of olive trees. Bids must be submitted by 12:30 Feb. 22. Extension of this deadline has been requested. For further information and tender documents, **write:** Ministry of Commerce, State Purchases Directorate 3, 50 Socratous St., Athens.

● **SUDAN**—Aerial spraying insecticides over approximately 544,000 acres of cotton. Bids must be submitted by noon, Feb. 27. For further information and tender documents, **write:** Assistant General Mgr., Supplies Office, Sudan Gezira Board, Barakat.

● **UAR**—Aerial spraying insecticides on a minimum guaranteed cotton area of 100,000 (approx.) in the Northern Delta. Bids must be submitted by noon, Feb. 15. For further information and tender documents, **write:** Undersecretary of Ministry of Agriculture, Dokki.

151 General building contractors

● **IRAQ**—Construction of the Central Bank of Iraq bldg., Mosul Branch. Bid deadline May 2. One book containing instructions, conditions, specifications, and bill of quantities for architectural, structural and mechanical works is available for review in the U.S. Department of Commerce, BDSA, Building Materials & Construction Industries Division, Rm. 4014, Washington, D.C. Tender documents may be obtained from the issuing authority against payment of $140 per book plus $2 to cover air mail to the United States. Inquiries may be directed to the Secretariat of the Committee of Branches Bldgs., Central Bank of Iraq, Baghdad.

195 Small arms

★★ MOROCCO—Trade Mission

Arms, all kinds. Requests replies in French. Belgoma (importer, wholesaler), 59 Boulevard de Paris, Casablanca. WTD in preparation.

★★ TUNISIA—Trade Mission

Sporting guns. Requests replies in French. Etablissements Robbana (importer, wholesaler, retailer), 17, Rue Charles de Gaulle, Tunis. WTD in preparation.

196 Small arms ammunition

★★ MOROCCO—Trade Mission

Ammunition, all kinds. Requests replies in French. Belgoma, 59 Boulevard de Paris, Casablanca. WTD under preparation.

★★ TUNISIA—Trade Mission

Ammunition for sporting guns. Requests replies in French. Etablissements Robbana (importer, wholesaler, retailer), 17, Rue Charles de Gaulle, Tunis. WTD in preparation.

201 Meat products

SOUTH AFRICA—All types of consumable items used in manufacturing sausages, prepared meats, meat specialities. Direct purchase and agency. Crown Mills Spice Works (Cape) (Pty.) Ltd. (importing distributor, manufacturer, agent), 46/48 Sir Lowry Rd., Cape Town, Cape Province. WTD 12/15/66.

204 Grain mill products

● **SUDAN**—White best flour, 200 metric tons. Contract No. 3667. Bid deadline Feb. 15. Controller of Stores, Sudan Railways, Atbara.★ (Telephone: 202 WO 7-4794).

209 Food preparations

SOUTH AFRICA—Spices, flavorings, seasonings, including raw spices as well as extracts and synthetics for use in all branches of food industry. Direct purchase and agency. Crown Mills Spice Works (Cape) (Pty.) Ltd. (importing distributor, manufacturer, agent), 46/48 Sir Lowry Rd., Cape Town, Cape Province. WTD 12/15/66.

TAIWAN—Waterless margarine oil, bakery quality, no freezing required for shipping. Quote competitive price. Fu Mei Co., Ltd. (importer), 29 Yenping North Rd., Sec. 2, Taipei. WTD 5/16/66.

★★ TUNISIA—Trade Mission

Vegetable fat comparable to "graisse vegetale hydrogenee." Requests replies in French. Biscuiterie et Confiserie Tunisienne (manufacturer, importer), 65, Avenue de Londres, Tunis. WTD under preparation.

220 Textile mill products

SWEDEN—Cotton, wool, synthetic fabrics for upholstered furniture. Aktiebolaget Engens Fabriker (manufacturer), Orkelljunga. WTD 12/29/66.

221 Broad woven fabric mills, cotton

AUSTRIA—Fabrics for ski pants, parkas, rainwear. Requests replies in German. Otto Ender, "Dolomit"-Bekleidungswerk (manufac-

turer, exporter), Rennweg 79-81, A-1030 Vienna. WTD 1/67.

222 Broad woven fabric mills, manmade fiber, silk

AUSTRIA—Fabrics for ski pants, parkas, rainwear. Requests replies in German. Otto Ender, "Dolomit" Bekleidungswerk (manufacturer, exporter), Rennweg 79-81, A-1030 Vienna. WTD 1/67.

224 Narrow fabrics, other smallwares mills

HONG KONG—Corset laces, nylon elastic waist bands. Hip Shing Tai Co. (importer, wholesaler, retailer, exporter, sales agent), P.O. Box 13492, Hong Kong. Cable: "4114". WTD in preparation.

228 Yarn, thread mills

★★ MOROCCO—Trade Mission

Synthetic yarn: nylon, polyester, polyamide, others. Three plants consume about 250 tons of synthetic yarn a year—60% nylon and 40% polyester and polyamide. Requests replies in French. Rissages Bedamo (manufacturer, importer), 163, Boulevard de la Gironde, Casablanca. WTD 6/12/64.

Cotton, polyester, synthetic fiber thread. Could amount to 25 to 30 tons per month. Sparkling thread. Companies requested to send all specifications, prices in first letter, Requests replies in French. Unifatex (manufacturer, wholesaler), 58, Rue de Strasbourg, Casablanca. WTD under preparation.

★★ TUNISIA—Trade Mission

Large quantity of cotton yarn to manufacture undergarments and other clothing. Hosiery twist; combed cotton yarns; 34-1 types, 250,000 lb. in first contract. Requests complete catalogs and price lists with all information clearly stated in first letter. Requests replies in French. Compagnie Industrielle Le Tricot (manufacturer, importer, wholesaler), 2, Quai des Voiliers, Tunis. WTD 2/6/63 under revision.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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229 Textile goods

ENGLAND—Mohair, cashmere, other natural animal fibers in raw or partially processed state; wool, synthetic fiber wastes. Woolcombers (Mohair) Limited (exporter, importer, wholesaler), Young Street Mills, Young St., Bradford 8, Yorkshire. WTD 12/7/66.

238 Apparel, accessories

SOUTH AFRICA—Theatrical costumes of all types for men, women, including tights, leotards, ballet, dance shoes. Showbiz International (Pty.) Ltd. (importer, retailer, wholesaler), P.O. Box 3572, Durban, Natal. WTD 12/30/66.

242 Sawmills, planing mills

FRANCE—Red cedar wood shingles (hand split and tapered). Requests replies in French. Streichenberger Sarl (wholesaler), 21 quai Tilsitt, 69 Lyon (2) (Rhone). WTD 5/18/66.

INDIA—Fifty thousand nos. persimmon, size 20″ x 2⅝″ x 2⅛″; 30,000 nos. persimmon size 20″ x 2⅝″ x 2½″; 20,000 nos. persimmon, size 24″ x 2⅝″ x 2⅛″. Hindusthan Bobbin Industries (manufacturer), 35 Canal East Rd., Caltuttall. WTD in preparation.

243 Millwork, veneer, plywood, prefabricated structural wood products

GERMANY—Veneer logs, white oak; white ash; black walnut; hickory ski billets. Requests price quotations f.o.b. U.S. ports. Willie Peters KG., Holzimport (importer, wholesaler, exporter), 28 Lindemannstrasse, 4 Duesseldorf. WTD 1/5/67.

SWEDEN—Hardwood, softwood plywood, hardwood veneer. Aktiebolaget Plyfa (manufacturer, wholesaler), Industrigatan 15, Malmo. WTD 1/11/67.

249 Wood products

SWEDEN—Particle board. Aktiebolaget Plyfa (manufacturer, wholesaler), Industrigatan 15, Malmo. WTD 1/11/67.

252 Office furniture

GERMANY—All types of modern office furniture. Direct purchase and agency. Kommanditgesellschaft Hanseatische Elektro-Import GmbH. & Co. (importer, wholesaler), Viehlohweg 4, Hamburg 61. WTD 1/9/67.

★★ TUNISIA—Trade Mission

Metal filing equipment, primarily small, desk, card files both box and rotary models and large, electric rotary files. Requests replies in French. Organisation Rationnelle (agent), 18 Rue de Rome, Tunis. WTD under preparation.

259 Furnitures, fixtures

★★ TUNISIA—Trade Mission

Furniture, fixtures for hotels, restaurants. Tunisian firm, 55% owned by Government of Tunisia, is in charge of equipping new hotels that are being built by the National Tourist Office. Requests replies in French. Societe Hoteliere Touristique de Tunisie, 7, Rue du 18 Janvier 1952, Tunis. WTD under revision.

Furniture, fixtures for hotels. Mine-Usine Co. (importer, wholesaler), 11, Avenue de Carthage, Tunis. WTD 5/3/65.

262 Paper mills

● **IRAN**—600 tons of red, blue, and yellow colored paper in bobbins of 492-589 mm. with a basic weight of 110 grams per square meter, a bobbin core diameter of 150 mm and a bobbin weight of 200-250 kilos. Bid deadline March 15. Iranian Tobacco Monopoly, Ghazvin Ave., Tehran.★ (Telephone: 202-WO 7-3530).

263 Paperboard mills

● **IRAN**—400 tons of bobbined triplex board with a width of 470 mm., a basic weight of 425 grams per square meter (+10-20 grams), a core diameter of 150 mm., bobbin weight of 200 to 250 kilos and a thickness of 0.58-0.62 mm.; 450 tons bobbined duplex board, widths of 470 mm. and 452 mm., a basic weight of 425 grams per square meter (+ 10-20 grams), an inside core diameter of 150 mm., bobbin weight of 200-250 kilos and a thickness of 0.58-0.62 mm. Bid deadline March 13, 1967. Iranian Tobacco Monopoly, Ghazvin Ave., Tehran.★ (Telephone: 202-WO 7-3530).

● 220 tons of duplex board in sheets with a basic weight of 425 grams per square meter and a thickness of 0.58 to 0.62 mm; 150 tons of triplex board in sheets with a basic weight of 270-280 grams per square meter and a thickness of 0.30 to 0.32 mm. Bid deadline March 16. Iranian Tobacco Monopoly, Ghazvin Ave., Tehran.★ (Telephone: 202-WO 7-3530).

264 Converted paper, paperboard products

★★ MOROCCO—Trade Mission

Waxed paper. Manufacture Marocaine D'Aluminum (importer, wholesaler), 152, Boulevard Emile Zola, Casablanca. WTD being prepared.

★★ TUNISIA—Trade Mission

Toilet paper. Requests replies in French. Droguerie Achour (importer), 15, Rue Al-Djazira, Tunis. WTD under preparation.

265 Paperboard containers, boxes

GERMANY—New, used cardboard drums for chemical, food enterprises. Requests price quotations c.i.f. Hamburg. Direct purchase and agency. Peter Friedsam (importer, wholesaler, distributor, manufacturer, exporter), Postfach 10157 or 287 Muensterstrasse, 4 Duesseldorf. WTD 1/6/67.

274 Publishing

SWITZERLAND—Sheet music, jazz. Direct purchase and agency. Roellin Musik- und Pianohaus (distributor, agent), Bei der Post, 6300 Zug. WTD 1/5/67.

275 Commercial printing

★★ LIBYA—Trade Mission

Printed labels for dry cell batteries. Production estimated at 24,000 batteries per day. Dry Cell Battery Harati & Co. (manufacturer), 103 Ibn Al-Khaleb St., Benghazi. WTD in preparation.

281 Industrial chemicals

★★ LIBYA—Trade Mission

Manganese powder for use in plant which will produce 24,000 dry cell batteries per day. Dry Cell Battery Harati & Co. (manufacturer), 103 Ibn Al-Khaleb St., Benghazi. WTD in preparation.

★★ MOROCCO—Trade Mission

Chemicals for use as raw materials in paint, plastic, rubber, pharmaceuticals industries. Societe Afrique-Chimie (importer, wholesaler), 1 Place Lemaigre Dubreuil, Casablanca. WTD 3/2/65.

Raw materials for use in own plant: zinc electrolytic, manganese, graphite, carbon black, ammonium chloride, lead anode. Societe Marocain des Piles Globus (manufacturer), 32, Blvd. Hassan El Alaoui, Casablanca. WTD 8/5/66.

★★ TUNISIA—Trade Mission

Dyes for leather, plastics. T. Gargour et Fils, 34, Rue de Vesoul, Tunis. WTD 5/5/64 under revision.

Tri sodium phosphate, 30 metric tons; calcium carbide, 50 metric tons; oxalic acid, 10 metric tons; sodium bi sulfite, 10 metric tons; Meta na sulfite, 10 metric tons; hypo sulfite, 10 metric tons; sodium sulfide, 20 metric tons annually. Requests replies in French. Societe d'Engrais et de Produits Chimiques de Megrine (importer, wholesaler, retailer), 100, Rue de Yougoslavie, Tunis.

Perborate, ammonia, cresyl, carbonate of soda, bicarbonate of soda and potash, bichro-

mate of potash, nitric acid, sulfuric acid, mythilene, tripoliphosphates. Requests replies in French. Droguerie Achour, 15, Rue Al-Djazira, Tunis. WTD under preparation.

Interested in raw material for paint. Resins for vinyl and epoxy paints. Amount (annual) and items as follows: 150 metric tons resin for vinyl paint; 40 metric tons resin for enamel; 6 metric tons resin and additives for paint (item VIII); 2 metric tons antifoam for vinyl paint; 5 metric tons pigment for oils; 120 metric tons titanium oxide. Requests replies in French. Societe Chimicouleurs (manufacturer), Route de Mornag, km 9, Tunis. WTD in preparation.

Chemical concentrates for deodorants and insecticides to dilute and bottle in Tunisia. Requests replies in French. Droguerie Achour (importer), 15, Rue Al-Djazira, Tunis. WTD under preparation.

282 Synthetic materials

TAIWAN—Acetate filament yarn, 45 denier or 55 denier, for warper knitting. Chenta Rayon Co., Ltd. (manufacturer), 55-1 Mintsu 1st Rd., Kaohsiung. WTD in preparation.

★★ TUNISIA—Trade Mission

Plastic powder. Requests replies in French. Plastiss, 3, Rue Ghandi, Tunis. WTD in preparation.

283 Drugs

CYPRUS—Human vaccines, pharmaceutical preparations for dental, medical professions and public. Direct purchase and agency. Costas Christodoulou & Co. (manufacturers' agents, importers, distributors), P.O.B. 1032, Nicosia. WTD 12/29/66.

HONG KONG—Ox bile salts, derivatives: bulk, uncompounded. Hip Shing Tai Co. (importer, wholesaler, retailer, exporter, sales agent), P.O. Box 13492, Hong Kong. Cable: "4114". WTD in preparation.

● **IRAQ**—Pharmaceuticals consisting of 20 different items, including procaine penicillin 300,000 I.U. with sodium penicillin G 100,000 I.U., 7,000,000 vials; tetracycline phosphate 250 mg., 1,000,000 capsules; chloramphenicol 250 mg., 1,000,000 capsules; sodium penicillin G crystalline, 1,000,000 I.U., 1,750,000 vials; sodium penicillin G crystalline, 500,000 I.U., 1,250,000 vials; tetracycline hcl. 1% ophthalmic ointment, 1,250,000 tubes x 4 gm; streptomycin sulfate 1 gm., 2,000,000 vials; and tetracycline hcl. I.M. 100 mg., 50,000 vials.

Tender General Notice No. 69/66. Bid deadline Feb. 26. Copies of tender available only on a limited time loan basis from the Chemical & Allied Products Division, BDSA-544, Rm. 4421, U.S. Department of Commerce, Washington, D.C. 20230 (Telephone: 202-WO 7-3394).

★★ LIBYA—Trade Mission

Pharmaceuticals of all kinds. Belgassem Senussi (importer, wholesaler), Sciara Tahran, 16 (P.O. Box 218), Tripoli. WTD under revision.

★★ MOROCCO—Trade Mission

All basic pharmaceutical products. Requests replies in French. Ets. Georges Bayle (importer), 61, Boulevard Lalla Yacout, Casablanca. WTD 8/19/66.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

GERMANY—Cosmetics (skin creams, lotions, make-up, nail polishes, hair tonics), perfumes. Direct purchase and exclusive distributorship. Biomaris G.m.b.H. (manufacturer, importer), Parallelweg 14 (POB 2092), 28 Bremen 8. WTD 1/67.

★★ LIBYA—Trade Mission

Cosmetics of all kinds and perfumes. J. Gaspar (Libya) & Co. (wholesaler, retailer), P.O. Box 2167, Tripoli. WTD under preparation.

Household insecticides for killing Mediterranean mosquito. Belgassem Senussi (importer, wholesaler), Sciara Tahran, 16 (P.O. Box 218), Tripoli.

285 Paints, varnishes, lacquers, enamels

★★ TUNISIA—Trade Mission

Air dry paint for auto repaint jobs only. Requests replies in French. Droguerie Achour (importer), 15, Rue Al-Djazira, Tunis. WTD under preparation.

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286 Gum, wood chemicals

TAIWAN—Tall oil rosin, N grade, 150 metric tons. Quote competitive price. Tong Fong Trading Co., Ltd. (importer, wholesaler, retailer), P.O. Box 22403, Taipei. WTD 11/17/66.

287 Agricultural chemicals

★★ LIBYA—Trade Mission

Insecticides, all kinds for farm and home use. Mohamed Rais & Co. (manufacturers representative), Sciara Moh. Ali Senussi, Tripoli. WTD under preparation.

Fertilizer. Mohamed Rais & Co. (manufacturer's representative), Sciara Moh. Ali Senussi, Tripoli. WTD under preparation.

★★ MOROCCO—Trade Mission

Fertilizers, other agricultural chemicals being purchased by Moroccan Government. Products and bid lots as follows: potassium chloride and sulfide, 1000 tons; sulfur, 1000 tons; nitrogen products such as ammonium sulfide, ammonium nitrate and urea, 1000 tons.

Request replies in French. Sicna (Societe Nord-Africaine d'Engrais) (importer), P.O. Box 901, Casablanca. WTD in preparation.

Insecticides. Requests replies in French. Sicna (Societe Nord-Africaine d'Engrais), P.O. Box 901, Casablanca. WTD in preparation.

PANAMA—Fertilizers. Severino, S.A. (importer, distributor), P.O. Box 717, Panama, R. P. WTD 12/12/66.

★★ TUNISIA—Trade Mission

Fertilizers, complex and simple. T. Gargour et Fils (importer, wholesaler, retailer), 34 Rue de Vesoul, Tunis. WTD 5/5/64 under revision.

Fertilizers. Agricultor, 54, Rue de Turquie, Tunis. WTD under revision.

Agricultural pesticides, insecticides. Agricultor, 54, Rue de Turquie, Tunis. WTD being revised.

289 Chemical products

● **BURMA**—Drilling mud chemicals and materials: Fulloid drilling Bentonite, 2,000 cwt., packed in six-ply paper bags, one-ply bitumised, each bag containing 56 lb.; Magco, CMC technical grade, low viscosity, 1,800 cwt., packed in 56-lb. bags; Magcobar Quebracho, spray dried, 1,150 cwt., packed in 56-lb bags; caustic soda (flaked), 98/99°10, 20 tons, packed in 400-one cwt. net, non-returnable steel drums; dense soda ash, 10 cwt., packed in 112 lb. bags; and cement, smooth on Iron No. 1, 74 lb.

Quotations should specify both f.o.b. port of shipment and c.&f. Rangoon rates and should be in pounds sterling. Rates should not include trade discounts but should include the cost of packing and packing materials, addressing, labeling, loading and delivery on board the carrying vessel.

Tender No. 7(T)/CHEM-CHKIPOI (66-67). Bid deadline Feb. 16.★ (Telephone: 202-WO 7-3468).

★★ LIBYA—Trade Mission

Carbon for use in manufacturing dry-cell batteries. Plant to produce 24,000 batteries per day. Dry-Cell Battery Harati & Co. (manufacturer), 103 Ibn Al-Khaleb St., Benghazi. WTD under preparation.

★★ MOROCCO—Trade Mission

Paper waxes. Manufacture Marocaine d'Aluminium (importer, wholesaler), 152, Boulevard Emile Zola, Casablanca. WTD under preparation.

Additives for making lubricants. Requests replies in French. Afriquia, Societe Marocaine de Distribution de Carburants (wholesaler), Rue Ibnou El Ouennan, Casablanca. WTD 12/11/62.

★★ TUNISIA—Trade Mission

Chemicals to treat water to be used for agricultural purposes. Agricultor, 54, Rue de Turquie, Tunis. WTD in revision.

291 Petroleum refining

GERMANY—Gasoline; diesel oil; fuel oil, extra light; lubricating oils for automobiles and anti-freeze radiator compounds. Requests price quotations c.i.f. Rotterdam. Requests replies in German. Eller-Montan-Comp. GmbH. (importer, wholesaler), 134 Duesseldorferstrasse, 41 Duisburg. WTD 1/9/67.

295 Paving, roofing materials

FRANCE—Asphalt shingles (self-sealing, others eventually). Requests replies in French.

Streichenberger Sarl (wholesaler), 21 quai Tilsitt, 69 Lyon (2) (Rhone). WTD 5/18/66.

301 Tires, tubes

● **SUDAN**—Tires 3,250; inner tubes 3,396; various sizes, types. Tender unnumbered, bid deadline Feb. 13. Assistant General Manager, The Sudan Gezira Board, Supplies Dept., Barakat.★ (Telephone: 202-WO 7-3381).

● **SYRIA**—Tires 12,000; various sizes and types. Tender No. F5/N7/A.O./25, bid deadline Feb. 15. Societe D'Etat Pour L'Importation Et L'Exportation, Immeuble N94, Avenue Al Jamhouria—B. P. 829, Damascus. Copies of tender available in French. (Telephone: 202-WO 7-3381).

★★ TUNISIA—Trade Mission

Bicycle tires, tubes. Requests replies in French. Maison du Caoutchouc, 5, Rue de Belgique, Tunis. WTD under preparation.

306 Fabricated rubber products

● **BURMA**—Rubber hose, various types, sizes. Tender No. MEIC/B.Rlys/13(T) 134/66-67, bid deadline Feb. 7. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-WO 7-3381).

● Rubber hose, sheet, transmission belts, various types, quantities. Tender No. MEIC/B.Rlys/13(T)-131/66-67, bid deadline Feb. 6. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-WO 7-3381).

★★ MOROCCO—Trade Mission

Rubber products, all kinds for industrial, automotive work, medical and clothing. Requests replies in French. Societe de Representations Industrielles et Commerciales, 107, Rue Dumont d'Urville, Casablanca. WTD in preparation.

★★ TUNISIA—Trade Mission

Rubber hot-water-bottles. Requests replies in French. Droguerie Achour (importer), 15, Rue Al-Djazira, Tunis. WTD under preparation.

Foam rubber in bulk form. Request replies in French. Maison du Caoutchouc (wholesaler), 5, Rue de Belgique, Tunis. WTD under preparation.

307 Plastics products

★★ LIBYA—Trade Mission

Battery cases for plant which will produce 24,000 batteries per day. Dry-Cell Battery Harati & Co. (manufacturer), 103 Ibn Al-Khaleb St., Benghazi. WTD under preparation.

★★ TUNISIA—Trade Mission

Plastic bathtubs, wash basins, waste baskets. Requests replies in French. Droguerie Achour, 15, Rue Al-Djazira, Tunis. WTD in preparation.

311 Leather tanning, finishing

GERMANY—Garment, shoe leathers. Requests price quotations. Direct purchase and agency. Werner Fauck, Ledergrosshandlung (wholesaler, exporter, importer), 1 Berlin 37, Kirchstr. 2. WTD 1/9/67.

Box calf, chevro upper leather for manufacture of fashionable orthopedic ladies' boots, shoes. Requests price quotations f.o.b. U.S. ports. ARA-Schuhfabriken GmbH. (manufacturer, exporter, retailer, wholesaler), 49 Hardt, Postfach 2023, 4018 Langenfeld/Rhld. 2. WTD 1/6/67.

★★ TUNISIA—Trade Mission

Chamois leather. Requests replies in French. Droguerie Achour (importer), 15, Rue Al-Djazira, Tunis. WTD under preparation.

322 Glass, glassware

PANAMA—Glass bottles. Severino, S. A. (importer, distributor), P.O. Box 717, Panama, R. P. WTD 12/12/66.

326 Pottery, related products

★★ TUNISIA—Trade Mission

Table, kitchen articles for use in hotels. Mine-Usine Co. (importer, wholesaler), 11, Avenue de Carthage, Tunis. WTD 5/3/65.

329 Abrasive, asbestos, nonmetalic mineral products

● **BURMA**—Asbestos yarn, rope, tape, jointing, packing, mill board, 85% magnesia. Other packing of flax, hemp, cotton, jute, cork, rubber. Various sizes and quantities. Tender No. 1 (T)/CONST-ESB/66-67. Quotations must reach Controller of Stores, Central Stores Dept., Electricity Supply Board, Ahlone/Strand Rd., Rangoon on or before Feb. 27.

★★ TUNISIA—Trade Mission

Metallic sponges, steel wool. Requests replies in French. Droguerie Achour (importer), 15, Rue Al-Djazira, Tunis. WTD under preparation.

331 Steel mill products

ITALY—Iron, steel sheets, sections, pipes. Direct purchase and agency. Ferrotrade Italiana S.P.A. (agent), Via Giolitti 1, Torino. WTD 12/30/66.

★★ MOROCCO—Trade Mission

Galvanized pipe ⅛ to 1" in diameter. Requests replies in French. Comptoir et Fonderie des Metaux Brut et Ouvres (importer), 160, Rue Eugene Barathon, Casablanca. WTD under revision.

30,000 tons (metric) consisting of bar stock 50%; sheet steel 15%; steel structural members 35% for all types of building construction. Requests replies in French. Societe Longometal-Afrique, 178, Boulevard Emile Zola, Casablanca. WTD in preparation.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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333 Primary smelting, refining of nonferrous metals

● **INDIA**—600 quintals of 99.8% lead. Tender No. P/504/46/179/17-12-1966; bid deadline Feb. 22. Directorate General of Supplies & Disposals, National Insurance Bldg., Parliament St., Bldg., New Delhi, India. Tender documents available upon payment of $1.50 from India Supply Mission, 2536 Massachusetts Ave., N.W., Washington, D.C. 20008; Ref. D/ENQ/2181.

334 Secondary smelting of nonferrous metals

● **BURMA**—20 tons of antifriction metal ingot (Class III to IRS Specification N—10/64) and 15 hundredweights of tin ingot. Tender No. MEIC/B/Rlys/(15)/T/354-66-67; bid deadline Feb. 17. The Chairman, Union of Burma Railway Board, Bogyoke Aungson St., Rangoon, Union of Burma.★ (Telephone: 202-WO 7-2298).

335 Rolling, drawing, extruding of nonferrous metals

★★ LIBYA—Trade Mission

Aluminum irrigation pipe. Belgassem Senussi (importer, wholesaler), Sciara Tahran, 16 (P.O. Box 218), Tripoli.

★★ MOROCCO—Trade Mission

Aluminum extrusion forms to be made into door and window frames of all types, sizes. All related aluminum products such as springs, latches. Requests catalogs or other descriptive brochure. Societe Marogaine des Ets. Lejoncour (manufacturer, importer, wholesaler), 90, Boulevard Yacoub El Mansour, Casablanca. WTD in preparation.

342 Cutlery, hand tools, general hardware

● **BURMA**—Supply of assorted tools, equipment, including caulking tools, hammers, seamers, vises. Tender No. DTE/TOOL/4/66-67, bid deadline Feb. 28. The Director, Technical Education, 123 Natmauk Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

ITALY—Hack saw blades, files. Demetrio Donadoni (distributor), Via Stendhal 72, Milan. WTD 8/22/66.

★★ MOROCCO—Trade Mission

Wants to import household hardware lines (locks, bolts, etc.). Requests catalogs and price lists. Equimpex, S.A. (importer, wholesaler, retailer), 24, Rue Ibn Batouta, Casablanca. WTD under preparation.

★★ TUNISIA—Trade Mission

General hardware items for wholesaling throughout Tunisia. Requests replies in French. Mine-Usine (importer, wholesaler, retailer), 66, Avenue de Carthage, Tunis. WTD 5/3/65.

VENEZUELA—Hand tools, general hardware. Direct purchase and agency. Requests replies in Spanish. Promaven, C.A. (importer, sales agent, manufacturer), Apartado 4860, Caracas. WTD 12/14/66.

343 Heating apparatus, plumbing fixtures

SWITZERLAND — Industrial, annealing, smelting furnaces, electrically powered and oil heated. Elco Oil Burner Plants Ltd. (manufacturer, retailer), Thurgauerstrasse 23, 8050 Zurich. WTD 7/21/ 66.

344 Fabricated structural metal products

TAIWAN—Heat exchanger tubes, ASTM-A-269-55. Weck & Co. (importer, agent), P.O. Box 683, Taipei. WTD 12/3/65.

★★ TUNISIA—Trade Mission

Irrigation equipment, all kinds. Requests replies in French. Societe de l'Automobile et du Materiel (importer, wholesaler), 10, Av. du Ghana, Tunis. WTD under preparation.

345 Screw machine products

● **BURMA**—Supply of various types, sizes, quantities of bolts, nuts. Tender Nos. MEIC/B.Rlys/15(T)/372/66-67, MEIC/B/Rlys/15(T)/373/66-67; MEIC/B/Rlys/15(T)/369/66-67; MEIC/B/Rlys/15(T)379/66-67; MEIC/B/Rlys/15(T)371/66-67; MEIC/B/Rlys/15(T)368/66-67. Bid deadline Feb. 13. Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-WO 7-5589).

349 Fabricated metal products

AUSTRIA—Handling, storage, shipping containers of all kinds, other than of plastics materials, for packaging units of all types. Direct purchase and agency. "Astra" Dr. Friedrich Hamburger (importer, wholesaler, manufacturers' representative), Auhofstrasse 39, A-1132 Vienna. WTD 1/67.

GERMANY—Iron barrels; jerry cans; drums, steel (55 gallons); hobbocks, iron, all new and used, for chemical, food enterprises. Requests price quotations c.i.f. Hamburg. Direct purchase and agency. Peter Friedsam (importer, wholesaler, distributor, manufacturer, exporter), Postfach 10157 or 287 Muensterstrasse, 4 Duesseldorf. WTD 1/6/67.

★★ MOROCCO—Trade Mission

Valves, accessory equipment applicable to industrial uses of propane, butane gas. Requests replies in French. Afriquia, Societe Marocaine de Distribution de Carburants (wholesaler), Rue Ibneu El Ouennan, Casablanca. WTD under revision.

Pipe fittings for galvanized pipe ⅛ to 1" in diameter. Requests replies in French. Comptoir et Fonderie des Metaux Bruts et Ouvres (importer), 160 Rue Eugene Barathon, Casablanca. WTD 11/9/66.

351 Engines, turbines

★★ MOROCCO—Trade Mission

Industrial engines powered by propane or butane gas. Requests replies in French. Afriquia, Societe Marocaine de Distribution de Carburants (wholesaler), Rue Ibnou El Ouennan, Casablanca. WTD under revision.

Outboard motors ranging from four to 120 horse power. Request replies in French. Univers-Sports, 55/61 Boulevard de Paris, Casablanca. WTD under revision. WTD 8/13/64 available.

Diesel, gasoline engines, spare parts. Etablissements Nonain (importer, wholesaler), 23, Blvd. Ibn Tachfine, Casablanca. WTD in preparation.

352 Farm machinery

FRANCE—Tillers; rotary mowers; hedge cutters, clippers; lawn mowers; light, medium-duty farm machinery, including chain saws; tractors, attachments. Agency and direct purchase. Marcel Ayroles, Ets. (dealer), 316 Ave. des Etats-Unis; 31-Toulouse, Haute-Garonne. WTD 10/4/65.

★★ LIBYA—Trade Mission

Small tractors, riding, diesel, 10-25 horsepower, with a roto-tiller. Mohamed Rais & Co. (manufacturers' representative), Sciara Moh. Ali Senussi, Tripoli. WTD under preparation.

353 Construction, mining, materials handling machinery

● **BURMA**—8 42" Dorroco Pan American jigs, 5240A, 4801/141/2; 4 26" Dorroco Pan American jigs, 5240A, 3801/141/2; 2 18" Dorroco Pan American jigs, 5240A, 4130/134/2; 60 manganese steel grizzly bars 6' x 3", tapered from 1" to ⅞"; 150 manganese steel grizzly bars 5' long, 3" wide, tapered from 1" to ¾"; and 10 sheets 3½ ft. square steel screen, ⅛" thick, opening 1½" x ⅛". Tender No. 99/66-67, bid deadline Feb. 10. Mineral Development Corp., (Procurement Department), 243/251, 36th St., Rangoon.★ (Telephone: 202-WO 7-5566).

● **INDIA**—Global trade opportunity for six hydraulic operated cranes, seven to ten ton lift capacity at 5' radius, suitable for mounting on railroad flatcars, diesel powered. Tender No. 35812-61/BPO/PR/56110/A-2128, bid deadline March 9. Chief Purchase Officer, Beas Purchase Organization, Talwara Township, Hoshiarpur District, Punjab. Tender documents available from India Supply Mission (Ref: D/ENQ/2186), 2536 Massachusetts Ave. NW., Washington, D.C. 20008, free of charge.

● **IRAN**—Supply of one unit of manually operated 10-ton capacity crane. Bid deadline March 11. Steel Corp. of Iran (SCI), Shah Reza and Forsat Aves., Tehran. Tenders available from above for $0.66.

● **IRAQ**—Ten portable rock crushers mounted on two axle chassis equipped with solid rubber tires; capacity of ⅜" hard gravel, not less than ten t.p.h., diesel powered. No tender number supplied, bid deadline Feb. 12. Purchaser cannot supply tender documents in English as supply is limited and for sale only at $14 per set. Directorate General of Roads & Bridges, Ministry of Communications, Baghdad.

ITALY—Cranes, excavators, construction machinery. Ferrobeton-Silm S.I.p.A. (general contractor), 9 Via Catania, Rome. WTD 10/27/66.

★★ MOROCCO—Trade Mission

Equipment to process and upgrade phos-

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Building. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor Home Savings Building, 75 Forsyth St., N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. Plaza 2-8460.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. CA 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 747-4171.

CHARLESTON, W.VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Area Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. Riverside 9-3287.

DENVER, COLO., 80202, 16407 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 1216 Paramount Building, 509 Grand Ave. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588-977.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel 228-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Building, 208 Laura St. Area Code 904 Tel. 354-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. FR. 4-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, 928 Federal Office Building, 51 S.W. First Ave. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. Longacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. MA. 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SANTURCE, P.R., 00907, Room 628, 605 Condado Ave. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

phates by dry process; equipment to process lead, zinc, manganese, their derivatives. Encoma (Engineering Corporation Marocaine) (manufacturer, wholesaler), 44, Bd. Mohamed Abdouh, Casablanca. WTD 8/3/66.

Draglines, 16 to 25 cu. yds. capacity; trucks of up to 100 ton capacity, bulldozer tractors, compressed air drilling equipment, front loaders, and movable cranes up to 40-ton, all related equipment, parts to back up sale of this equipment. Requests replies in French. S.M.-E.F. (Societe Marocaine des Anciens Ets. Fader) (importer, wholesaler, retailer), 60, Blvd. de la Gironde, Casablanca. WTD 10/29/66.

Power shovels, front loaders, carry-alls, dozers, dragline equipment. Requests brochures, prices, replies in French. Gordon Woodroffe & Co. (importer), Place Fallaga, Casablanca. WTD 6/14/66.

SWEDEN—Fork lift trucks, capacity 8-35 tons, diesel, gas, electric. Direct purchase and agency. AB Lastnings- & Lossningstjanst (manufacturer, agent), Tuvevagen, Goteborg H. WTD 10/26/65.

TAIWAN—Kan Shian Co., Ltd., 22 Ning Hsia Rd., Taipei, manufacturers and importers desires to represent U.S. producers of construction machinery, electrical equipment, chemicals.

★★ TUNISIA—Trade Mission

Earth movers, marine engines, graders, concrete mixers, other construction machinery. Requests replies in French. Ets. Dalmas et Cie. (importer), 71, Avenue de Carthage, Tunis. WTD under preparation.

Water well drilling equipment. Mine-Usine (importer, wholesaler, retailer), 11, Avenue de Carthage, Tunis. WTD 5/3/65.

Drilling equipment for water wells. Requests replies in French. Societe Autotractor (importer, wholesaler, retailer), 49, Rue Massicault, Tunis. WTD 12/27/65.

Drilling equipment for water wells. Societe Agricultor (importer, wholesaler, retailer), 54, Rue de Turquie, Tunis. WTD in revision.

354 Metalworking machinery

● **BURMA**—48 sets of right hand metric thread Coventry dies, Tender No. MEIC/B.-Rlys/13(T)126/66-67, bid deadline Feb. 6; 68 aluminum respirators, two welding and cutting sets, one gas cutting set, six two-stage oxygen and acetylene regulators, tender No. MEIC/B.Rlys/13(T)128/66-67, bid deadline Feb. 7; 84 die sets for ¾" to 1½" Coventry die heads, 50 split die sets, Tender MEIC/B.Rlys/13(T)130/66-67, bid deadline Feb. 14. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-WO 7-2723).

● Metalworking equipment including: 136 high-speed steel cutter blanks, various sizes; 24 alloy steel fluted shoulder cutters, 1" wide-2¼" deep; 36 cutter steel pieces, ¼" thick x 1" to 1½" wide x 12"-24" long, Tender No. MEIC/B.Rlys/13(T)-127/66-67, bid deadline Feb. 7; 18 micrometer calipers-various sizes, Tender No. MEIC/B.Rlys/13(T)135/66-67, bid deadline Feb. 7; 60 sets of various size five and six-roll tube expanders, Tender No. MEIC/B.Rlys/13(T)-136/66-67, bid deadline Feb. 6; 84 inside and outside calipers-various sizes, and 1500 carpenter pencils, Tender No. MEIC/B.Rlys/13(T)148/66-67, bid deadline Feb. 14; 246 carbon steel taper shank reamers-various sizes, Tender No. MEIC/B.Rlys/13(T) 146/66-67, bid deadline February 14; and 12 salamander crucibles suitable for melting 250 lb. of brass, Tender No. MEIC/B.Rlys/13(T) 133/66-67, bid deadline Feb. 14. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.★ (Telephone: 202 WO 7-2723).

● Metalworking equipment including two 300 amp. A.C. welders, one single operator motor generator, 300-450 amp. D.C. welder, 14" drill press, 7" bench shaper, electric drill-pedestal mounted, portable electric drill—½" capacity, two riveting forges, battery charger, six hydraulic garage jacks, 13 grease guns, 12 all steel vises. Tender No. 19/66-67, bid deadline Feb. 10. Mineral Development Corp., 243/251 36th St., Rangoon.★ (Telephone: 202-WO 7-2723).

GERMANY—Column-type or pillar-type drilling machines, radial drilling machines, gang drills, metal working and special drilling machines, metal, cutting type for home workshops, garages etc. Requests price quotations c.i.f. Hamburg or Bremen. Direct purchase and agency. Johannes Liemke KG. (manufacturer, wholesaler, exporter), Postfach 32 or 16-18 Allee, 4791 Hoevelhof. WTD 1/11/67.

● **IRAN**—One universal vertical milling machine with a supply of end mills. Bid deadline Feb. 18. Iranian Tobacco Monopoly, Tehran.★ (Telephone: 202-WO 7-2723).

★★ LIBYA—Trade Mission

Tungsten carbide tips for circular blade saws. Asco Libya (importer), P.O. Box 582, Tripoli. WTD under preparation.

MOROCCO—Machinery for casting silver, gold, platinum jewelery, including pin catches, chains. Requests catalogs, price lists, replies in French. S.M.B.I. (manufacturer), 12, Rue de Thann, Casablanca. WTD in preparation.

Machinery, equipment for use in manufacturing twist-off lids for glass jars. Requests replies in French. Etablissements Gourvenec (can manufacturer), Mohammedia. WTD in preparation.

SWEDEN—Automotive maintenance equipment for garages, filling stations. Direct purchase and agency. Producenta (Sweden) AB (wholesaler, manufacturer), Klassikergatan 19, Goteborg. WTD 12/29/66.

★★ TUNISIA—Trade Mission

Portable electric tools for wholesaling throughout Tunisia. Requests replies in French. Mine-Usine, 66, Avenue de Carthage, Tunis. WTD 5/3/65.

Vocational teaching equipment, especially vocational shop metalworking equipment. Mine-Usine (importer, wholesaler, retailer), 11, Avenue de Carthage, Tunis. WTD 5/3/65.

355 Special industry machinery

AUSTRIA—Meat wrapping machinery, other wrapping machinery and materials used by manufacturers of all types of merchandise for sale in self-service stores. Direct purchase and agency. V. Petruzalek, Gesellschaft m.b.H. (manufacturer, importer, distributor, agent), Huetteldorfer Strasse 130a, A-1142 Vienna. WTD 1/67.

ENGLAND—Counter type donut maker (similar to large waffle iron), for producing four to six donuts at a time. Direct purchase and agency. George T. Egee, Marketing Associates (International) Ltd. (sales agent), Dickleburgh Manor, Dickleburgh, Diss, S. Norfolk. WTD 3/30/65.

GERMANY—Special drilling machines, woodworking, for home workshops, garages, service shops. Requests price quotations c.i.f. Hamburg or Bremen. Direct purchase and agency. Johannes Liemke KG. (manufacturer, wholesaler, exporter), Postfach 32 or 16-18 Allee, 4791 Hoevelhof. WTD 1/11/67.

ITALY—Woodworking machinery. Ibea, S.p.A. (distributor), Via Ripa Ticinese 91, Milano. WTD 8/28/66.

★★ LIBYA—Trade Mission

Portable oxygen plant. J. Gaspar (Libya) & Co. (wholesaler, retailer, agent), P.O. Box 2167, Tripoli. WTD under preparation.

★★ MOROCCO—Trade Mission

Lithographing machinery for metal, glass. Requests replys in French. Etablissements Gourvenec (can manufacturer), Mohammedia. WTD in preparation.

Offset printing press, up to 40" capacity, and all allied equipment: cameras, plate-making equipment, etc. Comptoir National de Papeterie (manufacturer), Place Albert 1er, Casablanca. WTD in preparation.

Equipment for reprocessing waste paper into kraft paper and cardboard; equipment to make cardboard core types for winding cloth, making bags for cement, and similar products; equipment for processing paper into tablets. Comptoir National de Papeterie (manufacturer), Place Albert 1er, Casablanca. WTD in preparation.

Medium-sized automatic machines for blending additives with oil to make lubricants. Requests replies in French. Afriquia, Societe Marocaine de Distribution de Carburants (wholesaler), Rue Ibnou El Ouennan, Casablanca. WTD 12/11/62.

Plant to manufacture large plastic tanks suitable for use on the back of trucks to transfer liquid. Plant to make one or two types of tanks with total annual production of 1,000 tanks. Capacity of tanks would be less than 3,000 liters, on turn-key basis. Requests replies in French. Somel Peintures (manufacturer, wholesaler), 24, Rue le Catelet, Casablanca. WTD in preparation.

Mixing, drying, pulverizing machinery for use in ice plant to be part of complex processing seaweed into agar agar. Requests replies in French. Thami Lebbar (manufacturer), 70, Rue de Strasbourg, Casablanca. WTD under preparation.

Multi-purpose canning and concentration plant for citrus fruits, tomatoes. Seeks technical assistance in most modern methods of operation. Private and government financing assured as part of national economic development plan. Benkirane Brahim, 31 Blvd. Mohamed V, Casablanca.

Machinery for making fine thread such as from No. 14 to No. 50 cotton, linen, polyester threads. Requests replies in French. Societe "MAFITIS", 29, Rue de la Saone, Casablanca. WTD under revision. WTD 1/30/64 available.

Fully automated equipment for production of dry cell batteries of all shapes, ranging from 1.5 volts to 120 volts. Equipment for expanding production of already existing plant. Societe Marocaine des Piles Globus (manufacturer), 32, Blvd. Hassan El Alaoui, Casablanca. WTD 8/5/66.

10,000 spindles as well as washing, bleaching, dyeing, drying machines, etc. Machinery for manufacture of cotton textiles, 120 cm and 180 cm. Plants now produce 20,000 meters in 24 hrs. Imatex, (Industrie Marocaine du Textile) (manufacturer), 47, Rue Emir Abdelkader, Casablanca. WTD in preparation.

PHILIPPINES—One complete wood distillation and carbonation plant. Sy Chit, General Mgr., Monina Enterprises & Construction (importer, wholesaler, retailer), 592-600 Rizal Avenue Ext., Grace Park, Caloocan City. WTD in preparation.

Complete plywood and veneer processing plant for manufacture of plywood and veneer, sizes 4′ x 8′ and 3′ x 6′, capacity of 200,000 board ft. per day. Sy Chit, General Mgr., Monina Enterprises & Construction (importer, wholesaler, retailer), 592-600 Rizal Avenue Ext., Grace Park, Caloocan City. WTD in preparation.

SOUTH AFRICA—Butchers' requisites such as bowl choppers, choppers, grinders, cutters, slicers, tenderizers, similar machines, attachments. Direct purchase and agency. Crown Mills Spice Works (Cape) (Pty.) Ltd. (importing distributor, manufacturer, agent), 46/48 Sir Lowry Rd., Cape Town, Cape Province. WTD 12/15/66.

★★ TUNISIA—Trade Mission

Cutting machines capable of handling plastic sheets 165 mm. in width. Other plastics making machinery. Requests replies in French. Plastiss, 3, Rue Gandhi, Tunis. WTD under preparation.

Textile manufacturing machinery. Mine-Usine Co. (importer, wholesaler), 11, Avenue de Carthage, Tunis. WTD 5/3/65.

Equipment to manufacture sulfuric acid for use in detergent plant. Type of detergent being made is alky benzene sulfonate. Requests replies in French. Societe Nouvelle des Usines de Produits Chimiques Dioline (manufacturer, wholesaler), Voie Z 4, Megrine Er-Riadh. WTD under preparation.

356 General industrial machinery

★★ MOROCCO—Trade Mission

Pumps, motors for irrigation equipment. Requests replies in French. Comptoir et Fonderie des Metaux Bruts et Ouvres, 160 Rue Eugene Barathon, Casablanca. WTD under revision.

★★ TUNISIA—Trade Mission

Centrifugal pumps. Mine-Usine (importer, wholesaler, retailer), 11, Avenue de Carthage, Tunis. WTD 5/3/65.

357 Office, computing, accounting machines

● **BURMA**—Supply of 500 dozen eight cm two hole perforators or punches with indicator; 120 dozen strong construction eight cm two hole perforators with indicator. Tender No. MEIC-9-T-26/67, bid deadline Feb. 7. Divisional Manager, Books, Stationery and Office Equipment, Myanma Export Import Corp., Rangoon. Cable: "Myanimport".★ (Telephone: 202-WO 7-2939).

● Supply of 10,000 boxes hand writing carbon paper, black, size 22½″ x 17½″. Tender No. MEIC-9-T-27/67, bid deadline Feb. 7. Divisional Manager, Books, Stationery & Office Equipment, Myanma Export Import Corp., Rangoon. Cable: "Myanimport."★ (Telephone: 202-WO 7-2939).

● Supply of 1,000 dozen typewriter ribbons, ½″ black, length 12 yards; 100 dozen typewriter ribbons, ½″ bi-colored black-red for portable, length seven yards. Tender No. MEIC-9-T-19/67, bid deadline Jan. 7. Divisional Manager, Books, Stationery & Office Equipment, Myanma Export Import Corp., Rangoon.★ (Telephone: 202-WO 7-2939).

● Supply of 6,000 stapling machines, medium superior, 24/6 staples; 60 stapling machines, heavy duty superior, 23/12 staples; 100,000 boxes wire staples, 24/6; 10,000 boxes wire staples, 23/12. Tender No. MEIC-9-T-25/67, bid deadline Feb. 7. Division Manager, Books, Stationery & Office Equipment, Myanma Export Import Corp., Rangoon.★ (Telephone: 202-WO 7-2939).

GERMANY—Electrostatic copying machines, other modern office machines. Direct purchase and agency. Kommanditgesellschaft Hanseatische Elektro-Import GmbH. & Co. (importer, wholesaler), Viehloweg 4, Hamburg 61. WTD 1/9/67.

SOUTH AFRICA—Butchers' scales. Direct purchase and agency. Crown Mills Spice Works (Cape) (Pty.) Ltd. (importing distributor, manufacturer, agent), 46/48 Sir Lowry Rd., Cape Town, Cape Province. WTD 12/15/66.

★★ TUNISIA—Trade Mission

Typewriters, adding machines, small calculators, copying machines. Prefers to do all business directly with U.S. home offices, not through overseas branch offices. Interested U.S. companies should be prepared to exercise patience in business dealings because of paperwork required at Tunisian end. Etablissements Solas et Mathieu (importer, wholesaler), 2 & 4, Rue Houssine Bouzaiane, Tunis. WTD under preparation.

Typewriters, small, desk-type adding machines. Interested primarily in manual typewriters but with possibility of distributing electric typewriters in future. Hopes eventually to extend his distributorship to cover the 4 Maghreb countries. Requests replies in French. Organisation Rationnelle, 18, Rue de Rome, Tunis. WTD in preparation.

358 Service industry machines

GERMANY—Dry cleaning equipment, commercial, for carpets, rugs, furs, fur coats. Direct purchase and agency. Hewanco I.M. Hein K.G. (importer, distributor), Fedelhoeren 8, (POB 1577), 28 Bremen. WTD 7/23/65.

★★ LIBYA—Trade Mission

Water purification equipment. Asco Libya (importer), P.O. Box 582, Tripoli. WTD under preparation.

SWEDEN—Commercial car washing systems. Direct purchase and agency. Producenta (Sweden) AB (wholesaler, manufacturer), Klassikergatan 19, Goteborg. WTD 12/29/66.

★★ TUNISIA—Trade Mission

Equipment for use in hotels, restaurants. Tunisian firm, 55% owned by Government of Tunisia, is in charge of equipping new hotels being built by National Tourist Office. Requests replies in French. Societe Hoteliere Touristique de Tunisie, 7, Rue du 18 Janvier 1952, Tunis. WTD under revision.

Hotel, restaurant equipment. Requests catalogs showing prices, f.o.b. New York and c.i.f. Tunis. Societe Batiment (manufacturer, importer, wholesaler, retailer), 13, Avenue de Carthage, Tunis. WTD 12/29/65.

361 Electrical transmission, distribution equipment

● **NEW ZEALAND**—Supply of one 50 MVA, 110/33 KV transformer bank and spare unit. Tender No. 501, bid deadline March 21. The Secretary, Tenders Committee, New Zealand Electricity Dept., Wellington.★ (Telephone: 202-WO 7-4241).

● Supply of one 200 MVA, 220/110/11 KV transformer bank and spare unit. Tender No. 499, bid deadline Feb. 28. The Secretary, Tenders Committee, New Zealand Electricity Dept., Private Bag, Wellington.★ (Telephone: 202-WO 7-4241).

362 Electrical industrial apparatus

● **IRAN**—Supply of eight power generating sets: two sets of 300 KW, two sets of 100 KW each and four sets of 50-60 KW each. Bid deadline March 5. The Steel Corp. of Iran (SCI), Shah Reza and Forsat Aves., Tehran. Specifications can be obtained from the Steel Corp. of Iran on payment of $66.

★★ MOROCCO—Trade Mission

Generators up to 3,000 watts. Etablissements Nonain (importer, wholesaler), 23, Blvd. Ibn Tachfine, Casablanca. WTD in preparation.

363 Household appliances

★★ MOROCCO—Trade Mission

Gas and electric kitchen ranges, ovens, refrigerators with a capacity above 290 litres. Societe Marocaine de Radioelectricite (importer, wholesaler), 17, Rue Pegoud, Casablanca. WTD in preparation.

Laundry, kitchen equipment. Requests catalogs, price lists. Ets. Dolbeau, 81 Rue Karatchi, Casablanca. WTD 3/25/64.

VENEZUELA—Household, desk-type, ventilators, fans. Requests replies in Spanish. Cefra, C.A. (importer, distributor, sales agent), Calle 600 final, Quinta Crespo, Caracas. or: Apartado 6173, Caracas. WTD 4/5/66.

When a foot is not a foot

If your printer quoted you a price on 21.5 by 27.9 centimeter letterheads you would think he was in the wrong country.

You probably would pass up the service station where pumps measured gasoline by the liter.

The advertisers in these pages—except those from the U.K. and the British Commonwealth countries—are just as partial to the metric system as you are to inches and gallons.

So when you answer one of them, quote in metric measurements.

Ask the Department of Commerce Field Office.

364 Electric lighting, wiring equipment

BRAZIL—Complete line of electrical light fixtures, fittings, attachments for ship, boat illumination. Direct purchase and agency. Selnav Servicos Eletricos Navais S.A. (agent, wholesaler, installer), Rua Euclides da Cunha 246, Rio de Janeiro ZC-08, Estado da Guanabara. WTD 2/1/66.

● **BURMA**—Supply of 13,000 lamps, pressure, 350 candle power, spare parts. Tender No. MEIC/7/T-3/66-67, bid deadline Feb. 18, 1967. Divisional Manager, Import Division, Mayanma Export Import Corp., No. 577 Merchant St., Rangoon.★ (Telephone: 202-WO 7-5345).

● **GREECE**—Supply of one directed beam searchlight, searching distance six to eight nautical miles, 380 volts AC, 50 cycles, three-phase. Reference No. 204/55. Requests bids with pictures and data at earliest practicable date. Royal Greek Embassy, Naval Attache,

2228 Massachusetts Ave., NW., Washington, D.C. 20008.

SOUTH AFRICA—Stage lighting, sound equipment; other electrical stage equipment. Showbiz International (Pty.) Ltd. (importer, retailer, wholesaler), P.O. Box 3572, Durban, Natal. WTD 12/30/66.

● **SPAIN**—Supply and installation of 50 lighthouse beacons. Tender No. 70-3-4, bid deadline March 2. Bidders must make a refundable deposit of $12,170 in order to take part in the bid. Work must be completed in 30 months from date contract is signed. Correspondence preferred in Spanish. Seccion de Creditos, Contabilidad y Contratacion, Direccion General de Puertos y Senales Maritimas, Ministerio de Obras Publicas, Madrid (3).

★★ TUNISIA—Trade Mission

Electrical equipment to supplement presently handled lines (power generators, switches, circuit-breakers, transformers, cables). Etablissements Claude Gabison (importer, wholesaler), 6, Rue Courbet, Tunis. WTD 5/31/66.

Light bulbs of all kinds. Etablissements Claude Gabison (importer, wholesaler), 6, Rue Courbet, Tunis. WTD 5/31/66.

365 Radio, television receiving sets

★★ MOROCCO—Trade Mission

Radios, record players, tape recorders, records, tapes, television sets. Requests replies in French. Univers-Sports, 55/61 Boulevard de Paris, Casablanca. WTD in revision. WTD 8/13/64 available.

Television, radio receiving sets. Societe Marocaine de Radioelectricite (importer), 17, Rue Pegoud, Casablanca. WTD in preparation.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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366 Communication equipment

BRAZIL—Ship, boat electrical warning, alarm, control, signaling systems, bells. Direct purchase and agency. Selnav Servicos Eletricos Navais S.A. (agent, wholesaler, installer), Rua Euclides da Cunha 246, Rio de Janeiro ZC-08, Estado da Guanabara. WTD 2/1/66.

GERMANY—Electronic navigational aids (aircraft). Hermann John Panier K.G. (import, agency), 2000 Hamburg 70, Moorgrund 24. WTD 3/19/65.

★★ MOROCCO—Trade Mission

Radio transmitters. Societe Marocaine de Radioelectricite (importer, wholesaler), 17, Rue Pegoud, Casablanca. WTD in preparation.

367 Electronic components, accessories

ITALY—Microphones. Direct purchase and agency. Salvatore Barberi (importer, wholesaler), 10 Via della Loggetta, Catania. WTD 10/17/66.

Phonograph cartridges, pick-up needles, cutting style. Direct purchase and agency. Salvatore Barberi (importer, wholesaler), 10 Via della Loggetta, Catania. WTD 10/17/66.

★★ MOROCCO—Trade Mission

Parts for television sets, parts for radio receivers and transmitters, voltage stabilizers, transformers for television sets, wire and cable for T.V. Societe Marocaine de Radioelectricite (importer, wholesaler), 17, Rue Pegoud, Casablanca. WTD in preparation.

369 Electrical machinery

★★ TUNISIA—Trade Mission

Ballasts for fluorescent lights. Etablissements Claude Gabison (importer, wholesaler), 6, Rue Courbet, Tunis. WTD 5/31/66.

371 Motor vehicles, motor vehicle equipment

JAPAN—Driver training equipment. Marine Enterprise Co., Ltd. (exporter, importer), 47 Yamamotodori 3-chome, Ikuta-ku, Kobe. WTD 7/19/66.

★★ TUNISIA—Trade Mission

Automobile spare parts. Requests catalogs, price lists, other information. Will order and pay by mail orders. Requests replies in French. Societe de l'Automobile et du Materiel (importer, wholesaler), 10, Av. du Ghana, Tunis. WTD in preparation.

372 Aircraft, parts

★★ LIBYA—Trade Mission

Small private airplanes, related equipment. Libelco—Libyan Electronics Co. (importer), P.O. Box 934, Tripoli. WTD 7/14/66.

373 Ship building, repairing

★★ MOROCCO—Trade Mission

Outboard motor boats, cabin cruisers. Requests replies in French. Univers-Sports, 55/61 Boulevard de Paris, Casablanca. WTD being revised, old report 8/13/64.

379 Transportation equipment

★★ MOROCCO—Trade Mission

Camping trailers, complete with necessary gear. Requests replies in French. Univers-Sports (importer), 55/61 Boulevard de Paris, Casablanca. WTD being revised.

381 Engineering, laboratory, scientific, research instruments

GERMANY—Artificial horizon equipment, automatic direction finders, gyropilots all for aircraft. Direct purchase and agency. Hermann John Panier K.G. (import, agency), 2000 Hamburg 70, Moorgrund 24. WTD 3/19/65.

SWITZERLAND—Automatic transfer, positioning devices for engineering, watch industries. G. Manta (manufacturer, importer, distributor), Dumaco, Elfenaustrasse 3, 2500 Biel. WTD 10/10/66.

382 Instruments for measuring, controlling, indicating physical characteristics

FRANCE—Three-channel temperature recorders and humidity indicators, a.c., 110 or 127 volts, 50 cycles. Price quotations and descriptive literature requested for two tropicalized apparatus for use in African territory (humidity 70% to 95%), having the following features or characteristics: three-channel climatic recorder (thermometric, from 10° to 60°C.); (barometric, from 715 to 765 millimeters, Hg.); (hydrometric, 100 divisions, from 20% to 100%); distance from transducer to recorder, 300 meters; and three-channel recorder (thermometric, 15° to 30°C.); (barometric 965 to 985 millimeters); (hydrometric, 80% to 100%); distance from transducer to recorder, 700 meters. Instruments not equipped with cable. Also needed are replacement parts, including one control psychrometer; one thermometric, one barometric, and one hydrometric transducer. Societe de Recherches & d'Applications Electroniques "Racia", 65-65bis, Boulevard Pierre Ier; 33- Bordeaux, Gironde. WTD 6/21/66.

383 Optical instruments, lenses

★★ LIBYA—Trade Mission

Optical equipment such as that manufactured by Bausch & Lomb or American Optical Co. Al-Quraishi Co. (importer), 49 Sciara Bandong, Tripoli. WTD 6/27/66.

384 Surgical, medical, dental instruments

● **IRAQ**—Supply of 100,000 sterile disposable blood administration sets, 50,000 disposable guest cannula, 5,000 disposable recipient sets for infants. Tender No. 70/66, bid deadline Feb. 26. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-2939).

★★ TUNISIA—Trade Mission

Absorbent cotton. Request replies in French. Droguerie Achour (importer), 15, Rue Al-Djazira, Tunis. WTD under preparation.

393 Musical instruments, parts

SWITZERLAND—Musical instruments such as concert flutes, trumpets, other brass instruments, electronic organs, jazz instruments, drums. Direct purchase and agency. Roellin Muski- und Pianohaus (distributor, agent), Bei der Post, 6300 Zug. WTD 1/5/67.

394 Toys, amusement, sporting goods

FRANCE—Model construction toys; structural toy sets; mechanical toys (automobiles, trains, airplanes, etc.), children's vehicles; stuffed animals, related lines; sea-shore games, amusement, sporting goods of various types. Price lists, descriptive literature requested. Direct purchase and agency. Francois Hoff (dealer), 20 Rue Orbe (B.P. 56), 64- Bayonne, Basses-Pyrenees. WTD 1/5/67.

★★ MOROCCO—Trade Mission

Camping gear, basketballs, footballs, soccer balls, fishing, scuba diving equipment for sea and river fishing. Requests replies in French. Univers-Sports (importer, wholesaler), 55/61 Boulevard de Paris, Casablanca. WTD 8/14/64.

Sports toys, electric toys, dolls. Requests replies in French. Univers-Sports (importer, wholesaler), 55/61 Boulevard de Paris, Casablanca. WTD under revision. WTD 8/13/64 available.

Valves, stoves, other accessory equipment using bottled butane for camping equipment. Requests replies in French. Afriquia, Societe Marocaine de Distribution de Carburants (wholesaler), Rue Ibnou El Ouennan, Casablanca. WTD under preparation.

★★ TUNISIA—Trade Mission

Decoys, all other items related to hunting. Requests replies in French. Etablissements Robbana (importer, wholesaler, retailer), 17,

Rue Charles de Gaulle, Tunis. WTD under preparation.

395 Pens, pencils, office, artists' materials

● **BURMA**—Supply of 1,500 grs. scholars' chemistry stencils, non inflammable, one mm thick, 6" x 4", 30 shapes. Tender No. MEIC-9-T-28/67, bid deadline Feb. 7. Divisional Mgr., Books, Stationery & Office Equipment, Myanma Export Import Corp., Rangoon. Cable. "Myanimport."★ (Telephone: 202-WO 7-2939).

HONG KONG—Ball point pens. Hip Shing Tai Co. (importer, wholesaler, retailer, exporter, sales agent), P.O. Box 13492, Hong Kong. Cable: "4114". WTD in preparation.

396 Costume jewelry, novelties, buttons, notions

SOUTH AFRICA—Sequins, diamante, braids and general costume trimmings for stage purposes. Direct purchase and agency. Showbiz International (Pty) Ltd. (importer, retailer, wholesaler), P.O. Box 3572, Durban, Natal. WTD 12/30/66.

★★ TUNISIA—Trade Mission

Feather dusters. Requests replies in French. Droguerie Achour, 15, Rue Al-Djazira, Tunis. WTD under preparation.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

399 Manufacturing industries

SOUTH AFRICA—Stage, film and television goods such as make-up, false hair, costumes, trimmings, magicians' tricks, etc. Direct purchase and agency. Showbiz International (Pty.) Ltd. (importer, retailer, wholesaler), P.O. Box 3572, Durban, Natal. WTD 12/30/66.

★★ TUNISIA—Trade Mission

Paint brushes, metalic brushes, silk paint brushes, brooms. Requests replies in French. Droguerie Achour (importer), 15, Rue Al-Djazira, Tunis. WTD under preparation.

505 Farm products, raw materials

GERMANY—Furs, raw, to be used for fur apparel. Requests replies in German. Heinz Mueller & Co. (manufacturer, wholesaler, importer, exporter), 6 Frankfurt/Main, Niddastr. 56. WTD 12/66.

HONG KONG—Suede-finish lamb skin, tanned, colored. Minoo, Ltd. (importer, exporter), P.O. Box 693, Hong Kong. Cable: Meenoo. WTD in preparation.

509 Wholesalers

ITALY—Metal scrap; especially iron-steel scrap. Direct purchase and agency. Ferrotrade Italiana S.p.A. (agent), Via Giolitti 1, Torino. WTD 12/30/66.

★★ MOROCCO—Trade Mission

Bulk waste paper. Comptoir National de Papeterie (manufacturer), Place Albert 1er, Casablanca. WTD in preparation.

Leads for Importers

Commodities are offered direct unless specified

203 Canning, preserving foods

★★ MOROCCO—Trade Mission

Peeled tomatoes, in cans all sizes; concentrated tomatoes, in drums all sizes; tomato powder packed to order. Request replies in French. Cooperative Economique d'El Jadida (manufacturer), 4, rue Ahmed El Figuigui, Casablanca. WTD in preparation.

★★ TUNISIA—Trade Mission

Canned artichokes. Requests replies in French. Societe Anonyme des Conserveries Tunisiennes Sacot (canner), Rue des Glacieres, Tunis. WTD in preparation.

208 Beverage industries

★★ TUNISIA—Trade Mission

Firm produces 1,600,000 hectolitres a year. Wine to be exported would include the following types; Rose wine, 11% to 12% alcohol; Red Wine, 11% to 14% alcohol; White Wine, 11% to 14% alcohol. Requests replies in French. Union Centrale des Co-op's Viticole (manufacturer, gov't. agency), 6, Avenue Habib Thameur, Tunis.

221 Broad woven fabric mills, cotton

★★ MOROCCO—Trade Mission

Brocade, all kinds. Requests replies in French. Societe Dar El Kaneb, 66, Rue du Chateau Yquem, Casablanca. WTD under revision. WTD 10/27/64 available.

222 Broad woven fabric mills, manmade fiber, silk

★★ MOROCCO—Trade Mission

Brocade made of synthetic fibers. Request replies in French. Tissages Bedamo, (manufacturer, importer), 163, Boulevard de la Gironde, Casabalanca. WTD 6/12/64.

227 Floor covering mills, products

★★ MOROCCO—Trade Mission

Fiber rugs made of cocoa fiber or sisal. Available in any length, width, or color at about $3.40 for sq. meter f.o.b. Veto (importer, exporter), P.O. Box 5117 Casablanca. WTD in preparation.

229 Textile goods

★★ MOROCCO—Trade Mission

Sisal rope and twine. Requests replies in French. Societe Dar El Kaneb, 66, Rue du Chateau Yquem, Casablanca. WTD under revision.

233 Women's, misses', juniors' outerwear

★★ MOROCCO—Trade Mission

High-style dresses. All Moroccan material and workmanship. Plans to show fashions in U.S. Joumala (manufacturer), 15-20, Rue Allal ben Abdallah, Casablanca. WTD in preparation.

★★ TUNISIA—Trade Mission

Manufacturer of knit goods seeks U.S. agent or importer to develop its sales in U.S. Product is machine made but workmanship gives appearance of hand-knit quality. Product has been tested on French market and found competitive against similar products from Italy despite substantial tariff differential in favor of Italy. Color photos and/or samples available on request from Maglificio Italo-Tunisino (manufacturer, exporter), 26, Rue Es Sadikia, Tunis. WTD under preparation.

238 Apparel, accessories

FRANCE—Waterproof and coated garments, including classic and fancy articles, for sports, street wear, other uses; related oiled apparels for men, women, children; wholesale exportation. Etablissements Geb (manufacturer, wholesaler, exporter), 86-Iteuil, Vienne. WTD 5/21/66.

243 Millwork, veneer, plywood, prefabricated structural wood products

NIGERIA—Ebony, camwood billets and timber; approximately 15-20 tons per month. Omadiasco Industrial Co. (exporter), P.O. Box 93, Sapele. WTD in preparation.

249 Wood products

★★ TUNISIA—Trade Mission

Wants to establish an agency representation in U.S. to handle sale of corkboard products. Product is claimed to be competitive with that from Portugal and Spain in price and quality. Requests replies in French. Societe Nationale du Liege (manufacturer), 126, Rue de Serbie, Tunis.

281 Industrial chemicals

GERMANY—Boiler scale, rust removal, prevention agents for low and high pressure steam boilers, heating plants and pipe systems; pipe cleaning agents removing all kinds of blocking media; soot removal and prevention agents for all boiler and heating plants. Kommanditgesellschaft Harzer Bleiwerke Hoelemann & Wolff (manufacturer, exporter, wholesaler), Scheerenberg, 336 Osterode. WTD 9/20/65.

285 Paints, varnishes, lacquers, enamels

★★ TUNISIA—Trade Mission

Producer of 150 tons of paint. Wants to sell to U.S. contractors coming to Tunisia for building work. Excellent line of paint products. Requests replies in French. Astral Celluco, 55, Rue Larbi-Zarrouk, Tunis. WTD in preparation.

355 Special industry machinery

BELGIUM—Optical machinery i.e. diamond generators, smoothing, polishing machines, lap cutting and truing machines. Optibel S.A. (manufacturer), 148-162 Rue Jolly, Schaarbeek-Brussels. WTD 12/28/66.

391 Jewelry, silverware, plated ware

★★ MOROCCO—Trade Mission

Wishes to manufacture jewelery, on contract basis. Requests replies in French. S.M.B.I. (manufacturer), 12, Rue de Thann, Casablanca. WTD in preparation.

399 Manufacturing industries

FRANCE—Adhesive letters, display signs, custom-made and special types, metal, other new materials; available in different sizes (6 millimeters and up) colors, suitable for prompt utilization in offices, business firms, plants, institutions; wholesale exportation. Descriptive leaflets, samples, available on loan basis from Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20003. Productions et Entreprises du Sud-Ouest ("P.E.S.O.") (sales, export agents), 1 Rue Cepe; 64- Saint-Jean-de-Luz, Basses-Pyrenees. WTD 12/28/66.

739 Business services

★★ MOROCCO—Trade Mission

Firm wishes to provide complete business services on a consulting basis to U.S. companies interested in doing business in Morocco. Services include feasiblity studies, legal advice, representation in dealing with Government officials. Requests replies in French. Omar S. Elmandjra Co., 11, Rue Allal ben Abdallah, Casablanca. WTD 10/27/66.

Firm wishes to do consulting work for U.S. companies investigating Moroccan market. Firm does general industrial studies, consulting, engineering, technical feasibility studies, etc. Requests replies in French. Centre d'etudes Industrielles (consultant), 28, Place Mohammed V, Casablanca. WTD in preparation.

Consulting engineering firm wishes to work with U.S. companies interested in establishing business or undertaking construction projects in Morocco. Requests replies in French. Bermic, 6, Place de la Meuse, Rabat. WTD in preparation.

Offers legal services, feasibility studies, or general liaison arrangements for foreign firms desiring to enter into business arrangements in Morocco. Requests replies in French. Roger Cohen Consultants, 28, Place Mohammed V, Casablanca. WTD under preparation.

★★ TUNISIA—Trade Mission

Interested in performing feasibility studies for U.S. companies interested in doing business in Tunisia. Has conducted such studies in area of urban development and in stock breeding. Requests replies in French. Bureau International d'Etudes et de Financement, 3, Rue de Besancon, Tunis. WTD in preparation.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

201 Meat products

FRANCE—Quick-frozen meat products (cuts from bovine animals): quick-frozen livers, quick-frozen brains and kidneys; choice meat products such as lamb-brains and mutton-brains, in packages of 6.5 and 20 lb., approximately. Claude Bernard Pujos (sales agent), 18 Place de la Daurade, 31-Toulouse, Haute-Garonne. WTD 9/10/65.

202 Dairy products

ITALY—Dairy products, related by-products. Requests replies in Italian, French. Verga Fratelli S.n.c. (importer), Via Alcarotti 6, Novara. WTD 4/10/66.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

203 Canning, preserving foods

FRANCE—Quick-frozen salmon, sea-foods, shellfish. Claude Bernard Pujos (sales agent, dealer), 18 Place Daurade 31-Toulouse, Haute-Garonne. WTD 9/10/65.

SOUTH AFRICA—Canned fruits, vegetables, sea foods, all types. Advance International (Pty) Ltd. (importer, distributor), P.O. Box 6284, Johannesburg. WTD 3/23/66.

221 Broad woven fabric mills, cotton

ECUADOR—Upholstery fabrics, cotton. Hector Barona Mariscal (indent agent), P.O. Box 3230, Guayaquil. WTD 6/6/66.

222 Broad woven fabric mills, manmade fiber, silk

ECUADOR—Upholstery fabrics, rayon. Hector Barona Mariscal, P.O. Box 3230, Guayaquil. WTD 6/6/66.

227 Floor covering mills

SOUTH AFRICA—Rugs, all types. Droste Boutique (importer, wholesaler, retailer), P.O. Box 11094, Johannesburg. WTD 1/11/67.

229 Textile goods

ECUADOR—Plastic sheets, for ladies' handbag. Hector Barona Mariscal (indent agent), P.O. Box 3230, Guayaquil. WTD 6/6/66.

SOUTH AFRICA—Luncheon sets; linen tablecloths; teapot, coffee pot, egg cozies. Droste Boutique (importer, wholesaler, retailer), P.O. Box 11094, Johannesburg. WTD 1/11/67.

230 Apparel

AUSTRIA—Sportswear for men, women, children. Requests replies in German. "Wiener Mode", Max Feingold (importer, exporter), Wolf Dietrichstrasse 4a, A-5020 Salzburg. WTD 1/67.

232 Men's, youths', boys' furnishings

FRANCE—Clothing, all types (including sport clothes for men and boys), such as work pants, shop coats, jackets. Etablissements Geb (manufacturer, wholesaler), 86-Iteuil, Vienne. WTD 5/21/66.

249 Wood products

SOUTH AFRICA—Wooden salad sets, tableware; wood carvings, teak articles; related products. Droste Boutique (importer, wholesaler, retailer), P.O. Box 11094, Johannesburg. WTD 1/11/67.

251 Household furniture

ITALY—American style wood household furniture. Mobili Malerba & Figlio (wholesaler), s.a.s., Via Silvio Pellico, 13/15, Seregno (Milan). WTD 7/20/66.

SOUTH AFRICA—Corner benches in rustic style; juvenile furniture, all types; chairs, related products. Droste Boutique (importer, wholesaler, retailer), P.O. Box 11094, Johannesburg. WTD 1/11/67.

273 Books

NEW ZEALAND—Children's activity, story books. New Zealand Agencies Limited (manufacturers' representative), 259 Cumberland St., Dunedin. WTD 12/30/66.

283 Drugs

TAIWAN—Pharmaceutical preparations. Stellar Trading Co., Ltd. (importer, exporter), P.O. Box 3230, Taipei. WTD 6/17/66.

284 Soaps, detergents, cleaning preparations, perfumes, cosmetics

SOUTH AFRICA—Toiletries, cosmetics for men, women, all types; cleaning, polishing preparations for automobiles. Advance International (Pty) Ltd. (importer, distributor), P.O. Box 6284, Johannesburg. WTD 3/23/66.

287 Agricultural chemicals

PAKISTAN—Fertilizers, insecticides, agricultural. Requests catalogs, quotations, c. & f., Karachi. Taseer Sons (importer), 5 Nadir House, McLeod Rd., Karachi. WTD 2/25/66.

289 Chemical products

ECUADOR—Mucilage, for shoe sole adhering. Hector Barona Mariscal (indent agent), P.O. Box 3230, Guayaquil. WTD 6/6/66.

317 Handbags, personal leather goods

SOUTH AFRICA—Raffia handbags; leather billfolds; leather key cases; coin purses, related products. Droste Boutique (importer, wholesaler, retailer), P.O. Box 11094, Johannesburg. WTD 1/11/67.

319 Leather goods

SOUTH AFRICA—Leather wine bottle covers, related products. Droste Boutique (importer, wholesaler, retailer), P.O. Box 11094, Johannesburg. WTD 1/11/66.

322 Glass, glassware

SOUTH AFRICA—Glass candlesticks, vases. Droste Boutique (importer, wholesaler, retailer), P.O. Box 11094, Johannesburg. WTD 1/11/67.

323 Glass products

SOUTH AFRICA—Glassware, all types. Droste Boutique (importer, wholesaler, retailer), P.O. Box 11094, Johannesburg. WTD 1/11/66.

325 Structural clay products

SOUTH AFRICA—Ceramic wall, floor tiles, related products. Droste Boutique (importer, wholesaler, retailer), P.O. Box 11094, Johannesburg. WTD 1/11/67.

326 Pottery, related products

SOUTH AFRICA—China tableware, household; earthenware, household; lamp bases; vases; decorated kitchenware; children's tableware; melamin decorated break resistant crockery. Droste Boutique (importer, wholesaler, retailer), P.O. Box 11094, Johannesburg. WTD 1/11/67.

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The serial is great for some forms of entertainment.

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- Your price, including discounts for quantity and for prompt payment.
- Your delivery schedule.
- Your catalogue or other appropriate literature.
- Your payment terms.

331 Steel mill products

PAKISTAN—Stainless steel; rods, sheets. Requests catalogs, quotations, c. & f., Karachi. Rahman Ltd. (importer), 2 Rehman Court, Grieg St., Plaza Quarters, Karachi. WTD 12/23/66.

335 Rolling, drawing, extruding of nonferrous metals

PAKISTAN—Cables and wires, power. Requests catalogs, quotations, c. & f., Karachi. Paktrade (importer), 1-2 Rivoli Chambers, Marston Rd., Karachi. WTD 12/20/66.

342 Cutlery, hand tools, general hardware

SOUTH AFRICA—Vacuum bottles, jugs; fireplace equipment. Droste Boutique (importer, wholesaler, retailer), P.O. Box 11094, Johannesburg. WTD 1/11/67.

346 Metal stampings

SOUTH AFRICA—Porcelain enameled tableware, household. Droste Boutique (importer, wholesaler, retailer), P.O. Box 11094, Johannesburg. WTD 1/11/67.

352 Farm machinery

ITALY—Small farm machinery. Ibea, S.p.A. (distributor), Via Ripa Ticinese 91, Milan. WTD 8/28/66.

353 Construction, mining, materials handling machinery

PAKISTAN—Cranes, mobile. Requests catalogs, quotations, c. & f., Karachi. Jaffer Brothers Ltd. (importer), Jaffer Chambers, Victoria Rd., P.O. Box 7129, Karachi. WTD 10/13/65.

Electric hoists. Requests catalogs, quotations, c. & f., Karachi. Intertrade Distributors (importer), 80 P.M.A. Bldg., Nicol Rd., Karachi. WTD 9/23/65.

Cranes, overhead, traveling; electric and hand power. Requests catalogs, quotations, c. & f., Karachi. Taseer Sons (importer), 5 Nadir House, McLeod Rd., Karachi. WTD 2/25/66.

354 Metalworking machinery

PAKISTAN—Drilling machines, radial, plain, and drilling machines, vertical, standard. Requests catalogs, quotations, c. & f., Karachi. Intertrade Distributors (importer), 80 P.M.A. Bldg., Nicol Rd., Karachi. WTD 9/23/65.

355 Special industry machinery

GERMANY—Plastic processing machinery, all types. Erlenbach Apparate Vertriebsges m.b.H. (sales agent, wholesaler, importer, exporter), 6239 Lorsbach/Ts, Bornstr. 33. WTD 1/67.

HONG KONG—Garment trimming, thread-end vacuum machines. Zennon Mercantile Agencies (importer, wholesaler, manufacturer, exporter), P.O. Box 508, Hong Kong. Cable: Zennon Telex: KHG-386. WTD in preparation.

356 General industrial machinery

ITALY—Electrostatic painting apparatus for wood painting. Midbear Ltd. (agent), Viale Garibaldi 7, Carate Brianza (Milano). WTD 6/23/66.

362 Electrical industrial apparatus

PAKISTAN—Generators, alternating current, 2,000 kilowatts and over. Requests catalogs, quotations, c. & f., Karachi. Paktrade (importer), 1-2 Rivoli Chambers, Marston Rd., Karachi. WTD 12/20/66.

366 Communication equipment

PAKISTAN—Radio transmission equipment. Requests catalogs, quotations, c. & f., Karachi. Taseer Sons (importer), 5 Nadir House, McLeod Rd., Karachi. WTD 2/25/66.

384 Surgical, medical, dental instruments

GERMANY—Electronic medical instruments, apparatus. Richard H. Stern (sales agent, distributor, importer, exporter), Nuclear Division, 6 Frankfurt/Main, Kaisterstr. 13. WTD 12/66.

391 Jewelry, silverware, plated ware

SOUTH AFRICA—Hollow ware; cutlery, silver, nickel silver, stainless steel, plated; costume jewelry, children's cutlery. Droste Boutique (wholesaler, importer, retailer), P.O. Box 11094, Johannesburg. WTD 1/11/67.

393 Musical instruments, parts

ECUADOR—Guitar strings. Hector Barona Mariscal (indent agent), P.O. Box 3230, Guayaquil. WTD 6/6/66.

396 Costume jewelry, novelties, buttons, notions

ECUADOR—Snap fasteners, hairpins, jewelry, costume; buttons, ladies' dress. Hector Barona Mariscal (indent agent), P.O. Box 3230, Guayaquil. WTD 6/6/66.

399 Manufacturing industries

SOUTH AFRICA—Candles, all types, shapes, colors. Droste Boutique (wholesaler, importer, retailer), P.O. Box 11094, Johannesburg. WTD 1/11/67.

Reproduced antiques such as telephones, clocks, sundials, maps, lamps. Droste Boutique (importer, wholesaler, retailer), P.O. Box 11094, Johannesburg. WTD 1/11/67.

Driver training equipment. J.A. Holtzhausen, Transport Mgr., Central News Agency (importer, wholesaler, retailer), P.O. Box 10799, Johannesburg. WTD 3/30/66.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

DOMINICAN REPUBLIC—Jose V. Davila, Importadora Tropical, C. por A., Avenida San Martin No. 104, Santo Domingo, **interested in agency agreements with manufacturers to compliment well established lines of consumer durables which his firm now represents.** Jan. 29 via New York for one to two weeks. c/o Hotel Americana, 52nd St. & 7th Ave., New York, N. Y. 10019. Itinerary: New York, Syracuse. WTD 8/4/66.

EL SALVADOR—Mrs. Amelia Guirola, representing her own firm, Finca Amantla, Santa Tecla, **interested in visiting the World Trade Marts in Houston and Dallas.** Jan. 23 via Houston for two weeks. c-o Warwick Hotel, Houston, Texas. Itinerary: Houston, Dallas. WTD in preparation.

ENGLAND—A. D. Rosen and R. K. Mardell, Mardell and Rosen Ltd., 6 Holborn Viaduct, London, E.C.1, **will attend the American Society of Heating, Refrigeration and Air-Conditioning Engineers Exhibition in Detroit and interested in exploring the possibility of negotiating European distributorships for American heating and air-conditioning equipment.** Jan. 30 via Detroit for 10-20 days. c/o Stouffer's Northland Inn, 21000 Northwestern Highway, Detroit, Mich. and c/o British Consulate-General, 1008 Detroit Bank & Trust Bldg., 211 Fort St. W., Detroit, Mich. Itinerary: Detroit, New York, Rochester, other cities as may be necessary. WTD in preparation.

KOREA—Dong-sik Yoon, President of Dong Young Enterprises Co., Ltd., and Director of Dong Kwang Ceramic Ind. Co., Ltd., Room

801/802 Samjung Bldg., 12 Susomon-dong, Sudaemun-ku, Seoul, **interested in investment and technical tie-up with a U.S. firm for expansion of existing tile plant and/or establishment of a new ceramic plant for production of tableware, sanitary ware,** and requesting technical information. Jan. 22 via Washington for two to three weeks. c/o Chunusa Corp. of America, 605 3rd Ave., New York, N.Y. 10016. Itinerary: Washington, New York, Los Angeles, San Francisco; others may be arranged. WTD in preparation.

MALAGASY REPUBLIC—Michel Bernard Randrianasolo, representing "Radio-Television-Pionnier", 27 Rue Romain-Des-Fosses, Tananarive, **interested in discussing possible joint ventures or licensing arrangements, particularly in the electronic, chemical, metallurgical, and food processing industries as well as cattle ranching, publicity and movie distribution.** Feb. via New York for one year. c/o Hotel Clark, 426 S. Hill St., Los Angeles, Calif. 90013 or c/o H. D. Floyd, Rovic 3, London, Ohio. Itinerary: New York, Chicago, Los Angeles, and cities in Ohio. WTD 12/21/66.

SOUTH AFRICA—Sam Abelheim, Moshall, Gevisser & Partners, Ltd., 154 Market St., Johannesburg, **interested in purchasing and agency agreements for housewares of all kinds, hand tools, builders' hardware, gift and presentation ware, glassware and crockery, sports goods, electrical appliances, wrapping material, floor covering, shelf and table covering, stationery, all sundry merchandise excluding textiles.** Feb. 11 via San Francisco until Feb. 25. C/o Formulab Inc., P.O. Box 1056, Escondido, Calif. until 2/13; after that date c/o Hotel Americana, 52nd St. & 7th Ave., New York, N.Y. 10019. Itinerary: San Francisco, Los Angeles, New York. WTD 8/31/66.

J. W. Grieve, I.E.S. Engineering Co. (Pty.) Ltd., 102 Factor House, Kruis St., Johannesburg, **interested in licenses to manufacture and distribute wide range of light and heavy engineering products and requesting technical information on the manufacture of valves, pumps and chemical plant equipment.** Jan. 26 via New York for ten days. c/o The Barclay Hotel, 11 E. 48th St., New York, N. Y. 10017. Itinerary: New York, Pittsburgh. WTD 9/30/66.

SWEDEN—Arne Janson, Jaeger Peps Candy Co., Storgatan 31, Falkoping, **interested in selling Swedish candy specialties, such as Swedish Peps.** Feb. 8 via Seattle for three weeks. c/o Swedish Chamber of Commerce of USA, World Trade Center, Ferry Bldg., San Francisco, Calif. Itinerary: San Francisco, Los Angeles, San Diego. WTD under revision.

Fred Jacobi, Managing Director of F.A.W. Jacobi, Stenkullavagen 9, Stockholm K, **interested in contacting manufacturers of manmade fibers for spinning such as nylon, polyester, acrylics, polypropylene, yarns and filaments of same for weaving and knitting industry; plasticizers for PVC, similar products and organic catalyzers for curing of polyester; dry cleaning and laundry machinery methods for this industry; and in meeting agent or wholesaler for the sale of textile goods,** mainly a well known line of Swedish blankets. About Feb. 5 via New York for two to three weeks. c/o U.S. Department of Commerce New York Field Office. Itinerary: Chicago, San Francisco, Los Angeles, St. Louis, Washington. WTD in preparation.

U.S. firms to exhibit at Tripoli fair

Thirty-five firms representing 62 U.S. manufacturers will display their products in the U.S. Exhibition at the Tripoli International Trade Fair, Feb. 28-Mar. 20. Last year only 36 U.S. firms were represented.

In line with Libya's building and agricultural modernization programs, exhibits will feature construction materials and equipment, a model prefabricated home, agricultural machinery, and repair and maintenance equipment.

Construction Awards

PANAMA—A Spanish consortium has been awarded a contract for the preparation of designs and specifications for the proposed Bayano Hydroelectric Project. Reportedly, work is underway to build access roads and clear the dam site for the proposed project located on the Bayano River approximately 40 miles northeast of Panama City. A team of geologists will begin examination of the site early in 1967 and, barring any unforeseen difficulties, designs and specifications for the project should be completed by EPTISA by September, 1967.

Actual construction will be dependent on the ability of the Government of Panama to negotiate a long-term loan of approximately $30 million with the International Bank for Reconstruction and Development (World Bank). The project is under the direction of Ing. Marco Julio de Obaldia, Director General of the *Instituto de Recursos Hidraulicos y Electrificacion* (IRHE—Institute for Water Resources and Electrification).

SAUDI ARABIA—The Ministry of Communications reportedly has awarded a contract for the expansion of the Jidda port to the Archiridon Company (sic) of Greece. Work on the contract, which is valued at SR 125,000,000 (or about $28 million), is expected to commence immediately after Ramadhan (i.e., by the end of January) and to be completed in three years.

The contract calls for expanding wharfage space in the port, construction of new warehouse facilities, and the installation of new, modern cranes. The design for the port expansion project was prepared by Sir William Halcrow and Partners (UK). The bids were evaluated for the Ministry of Communications by a three-man international committee of experts which included the Chief Engineer of the Port of Los Angeles, California.

The General Organization for Petroleum & Minerals (Petromin) has signed a contract with the Chemical Construction Corp. of New York for the construction of a $40 million fertilizer plant at Damman in the Eastern Province. The plant will be built for the Saudi Arabian Fertilizer Co. which is a joint venture between Petromin, the Occidental Petroleum Co. and private Saudi shareholders. A letter of intent was given to the Chemical Construction Co. on Sept. 24, 1966.

The construction portion of the contract is valued at approximately $30.5 million. Another $9.5 million will be invested in various types of equipment and services. The plant is scheduled to go into operation in the first quarter of 1969, with a daily output of 1,035 tons of ammonia urea and 53 tons of sulphur.

Additional facilities to be constructed in connection with the fertilizer plant are a natural gas pipeline from Abqaiq to Dammam and additional port facilities to handle exports of the plant's production.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-916, U.S. Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated January.

Architects, Builders, Contractors and Engineers—Pakistan.
Alcoholic Beverages—Importers and Dealers—United Kingdom.
Canneries and Frozen Foods—Producers and Exporters—France.
Canneries—Republic of Panama.
Clothing Manufacturers—Turkey.
Coal, Coke and Fuel—Importers and Dealers—Chile.
Dairy Producers—Haiti.
Dry Goods and Clothing—Importers and Dealers—Uruguay.
Fertilizers—Importers, Dealers, Manufacturers and Exporters—Philippines.
Furniture—Importers and Dealers—Spain.
Printers, Lithographers, Engravers and Publishers—Nicaragua.
Tobacco and Tobacco Products—Importers, Dealers and Manufacturers—Venezuela.

Hydraulic rubber presses sought by Syrian firm

A firm in Damascus wishes to purchase hydraulic presses for the local manufacture of microcellular plates for shoe and sport shoe soles. Two high pressure presses with four sets of shelves (etageres) are needed for the first vulcanization. Further specifications are the sizes of table: 100 x 100 cms; maximum pressure: 600 tons (60 Kgs./Cm²); and sizes of mould: 65 x 75 cms. For the second vulcanization two low pressure hydraulic presses are needed with sets of shelves (etageres): 4; sizes of table: 110 x 110 cms; maximum pressure: 300 tons (20 Kgs./cm²); sizes of the cylinder: medium; and sizes of mould: 105 x 95 Cms.

Write: Ibrahim Sabbagh, Agent de Fabriques, Place Merge, Imm. Chourbagi & Kabbani, 1er Etage No. 116-21, Damascus, SAR. WTD 11/29/66.

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Calendar *for international traders*

BOSTON—Feb. 7-10—Third Annual New England Industrial Trade Show, Suffolk Downs. Sponsor: Herald-Traveler Corp.

CHARLESTON, W. Va.—Feb. 14—REEC Meeting, Charleston Press Club, 10 a.m. Sponsors: Commerce Field Office; REEC.

CHICAGO—Jan. 30-Feb. 2—National Plant Engineering & Maintenance Show & Conference.

CHICAGO—Feb. 2—In-Office Meeting, Chicago Field Office. Sponsors: REEC; Commerce Field Office.

CHICAGO—Feb. 3—Jack Harris, member of the Libya-Tunisia-Morocco Trade Mission, available for private consultation, Commerce Field Office. Sponsor: Commerce Field Office.

CHICAGO—Feb. 14—Automotive Exporters' Club, Builders Bldg. Sponsor: Commerce Field Office.

CHICAGO—Feb. 15-16—World Trade Conference, Palmer House. Sponsors: International Trade Club; Chicago Assn. of Commerce & Industry.

CLEVELAND—Feb. 2—World Trade Luncheon. Sponsor: Cleveland World Trade Assn.

CLEVELAND—Feb. 8—Export Expansion Workshop Series, First Sessions, National City Bank Bldg. Sponsor: Commerce Field Office.

DALLAS—Feb. 3—Management Training Seminar in Export Trade, University of Dallas. Sponsors: University of Dallas; Chamber of Commerce; REEC; Commerce Field Office.

DALLAS—Feb. 7—In-Office Workshop. Sponsors: REEC; Commerce Field Office.

DETROIT—Jan. 20-Feb. 2—18th International Heating & Air-Conditioning Exposition, Cobo Hall. Sponsor: American Society of Heating, Refrigerating & Airconditioning Engineers.

JACKSONVILLE—Feb. 3—Businessmen's Consultations with **John B. Breen, Office of International Investments,** Commerce Field Office. Sponsor: Commerce Field Office.

JACKSONVILLE—Feb. 14—Export Conference, 2 p.m., Commerce Field Office. Sponsors: Commerce Field Office; U.S. Department of Commerce.

KANSAS CITY—Feb. 9—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: REEC; Commerce Field Office.

KANSAS CITY—Feb. 14—Meeting for Exporters, 6 p.m. Sponsors: REEC; International Trade Club; Commerce Field Office.

MEMPHIS—Feb. 15—Mid-South Exporters' Roundtable Monthly Meeting, Hotel Claridge.

MILWAUKEE—Feb. 2—World Trade Club annual social meeting, Wisconsin Club.

MINNEAPOLIS—Feb. 8—Minnesota World Trade Assn. dinner meeting.

MOBILE—Feb. 1-28—Product Exhibit for Alabama Manufacturing Exporters at International Trade Center. Sponsors: Alabama Export Council, Alabama State Docks, Commerce Field Office.

NEW YORK—Jan. 31—Businessmen's consultations with members of U.S. Trade Mission to Libya, Tunisia and Morocco, St. Regis Hotel. Sponsors: American-Arab Assn. for Commerce & Industry; Commerce Field Office. Speaker: John V. Tunney, U.S. Representative from Calif.

NEW YORK—Feb. 2—Machinery-Metals Export Club luncheon meeting, 11:45 a.m., Overseas Press Club.

NEW YORK—Feb. 6-8—Planning & Implementing World-Wide Management Information Systems Orientation Seminar, Hotel Pierre. Sponsor: American Management Assn.

NEW YORK—Feb. 7—FCIB Round Table Conference, Ben Franklin Hall, Advertising Club, 1:30 p.m. Sponsor: Foreign Credit Interchange Bureau.

NEW YORK—Feb. 9—Overseas Automotive Club Meeting, Summit Hotel, noon.

PASSAIC, N.J.—Feb. 23—"Profits in Exports" meeting, Chamber of Commerce; Commerce Field Office, New York.

PITTSBURGH—Jan. 31—Export Counseling Program, 1-5 p.m., Chamber Board Rm. Sponsors: REEC; World Trade Council; Chamber of Commerce.

ST. LOUIS—Feb. 7—"Show You" Export Workshop, Auditorium of the Federal Bldg. Sponsors: REEC; Commerce Field Office.

ST. LOUIS—Feb. 14—Businessmen's consultations with U.S. Trade Mission to Libya, Tunisia, Morocco, Commerce Field Office. Sponsors: REEC; World Trade Club; Chamber of Commerce; Commerce Field Office.

SAN DIEGO—Feb. 7—Foreign Trade Seminar on "Introduction to Foreign Trade," 7 p.m. Sponsors: REEC; Chamber's World Trade Committee; San Diego State College.

SAN FRANCISCO—Feb. 8—General Export Seminar, Rm. 13211, New Federal Bldg., 9:30 a.m. Sponsor: Commerce Field Office.

TAMPA—Feb. 2—Businessmen's Consultations with **John B. Breen, Office of International Investments,** Greater Tampa Chamber of Commerce. Sponsors: Jacksonville Field Office; Chamber of Commerce.

TAMPA—Feb. 2—Conference and Consultations with U.S. Trade Mission to Ireland and Portugal, Greater Tampa Chamber of Commerce. Sponsors: Jacksonville Field Office; Chamber of Commerce.

WASHINGTON, D.C.—Feb. 2—New Jersey State Chamber of Commerce.

WICHITA FALLS, Tex.—Jan. 30—Management Training Course in International Trade, Midwestern University. Sponsors: Midwestern University; Chamber of Commerce; REEC; Dallas Field Office.

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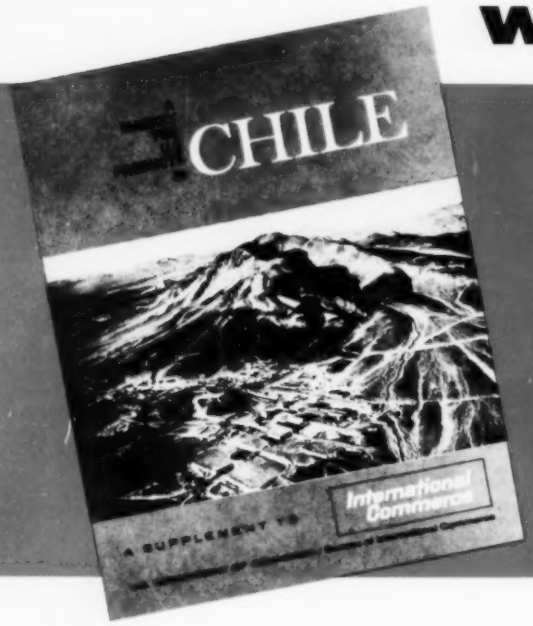

This latest volume in the series of studies on foreign markets for U.S. products reports on the opportunities, the challenges and the problems in the Chilean market.

The vast amount of new information in this book was gathered by Department of Commerce specialists and U.S. Foreign Service personnel, with the assistance of many Chileans in private and public life, and has been published by the Bureau of International Commerce. (124 pages, 38 tables, 22 photographs, map and charts.) $1.00

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